

# THE Publishers' Weekly

The American BOOK TRADE JOURNAL

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VOL. CI.

NEW YORK, FEBRUARY 11, 1922

No. 6

Published February 10

FRANCES HODGSON BURNETT'S

*greatest novel*

## THE HEAD OF THE HOUSE OF COOMBE

First large printing sold out before publication. Second large printing, ordered February 1, now running on six presses, will be ready in a few days. *Order now—first come, first served.*

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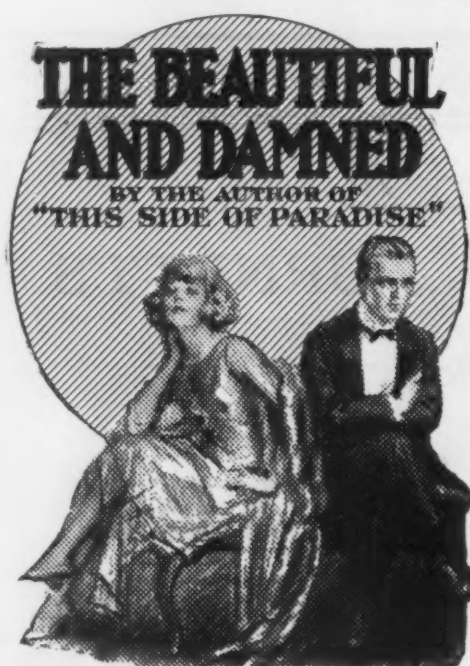
Publication Date March Third

# THE BEAUTIFUL AND DAMNED

It is safe to say that no novel in two years has been awaited with such keen anticipation. It is the second novel by

**F. Scott Fitzgerald**

**Author of "THIS SIDE OF PARADISE"**



**F. Scott Fitzgerald**

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Sidney Howard says of "The Beautiful and Damned":

*"It's a bully job, brilliant—and it cuts horribly deep. Now we know that 'This Side of Paradise' wasn't all. There's no stopping him. He will make them all look up this time."*

It was Sidney Howard who said, after reading "This Side of Paradise":

*"F. Scott Fitzgerald is the most promising young writer in the English language today."*

**Published March Third**

## THE EVERLASTING WHISPER

"Jackson Gregory has surpassed all his previous novels."—*Philadelphia Record*.

"A whirlwind tale of the California wilderness . . . that thrills and near intoxicates."  
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## GEORGE MADDEN MARTIN



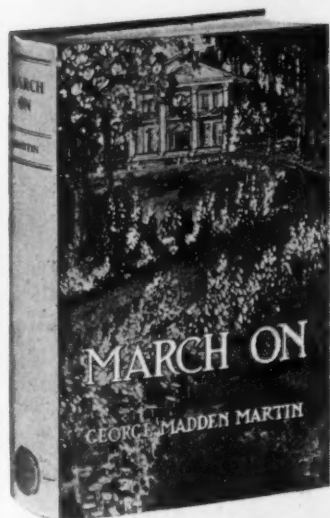
Faith in the American woman! That is what this Southern novelist has. Great things in the world she believes can be the accomplishment of her sex. By her writings and by manifold personal activities she is working toward that end.

The famous "Emmy Lou" books won for her a vast audience of readers, to whom the appeal of her keen understanding of the child mind proved a delight.

Her stories of the negro have aroused the attention of all interested in the race question. In "Children in the Mist" the negro himself saw a thoughtful and serious presentation of his problem and workers among the colored people recognized Mrs. Martin as a leader in thought upon the great national problem.

In her fictional studies of childhood and of the race question, Mrs. Martin was dealing with matters which she believes offer to womankind tremendous opportunities for fruitful achievement. Now she has turned to the central part of her belief and in her new novel, "March On," has written a powerful study of the modern woman, who finds in her possession a sudden and complete emancipation in a time when change is attacking all aspects of our national life.

Mrs. Martin is an active clubwoman, belonging to many organizations both here and abroad. She is an able lecturer, whose opportunities are frequent for presentation of her thought on the subjects with which she keeps in close touch. Her friends know her as a charming woman, who combines the fine flavor of the old Southern traditions with a forward looking spirit, which is essentially her own.



MARCH ON—"Mrs. Martin's new book has been worth waiting for—so fine and moving a performance is it. . . . She has given her message to her readers with a vitality, a flame of conviction, a noble and sweeping force of portrayal. . . . It is a novel of today that speaks thrillingly with the voice of the younger generation. . . . It is a novel, too, that is just now of peculiarly timely consequence . . . a stirring, flaming banner proclaiming the iniquity of war."—*N. Y. Times Book Review*. \$2.00 net.

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Publishers



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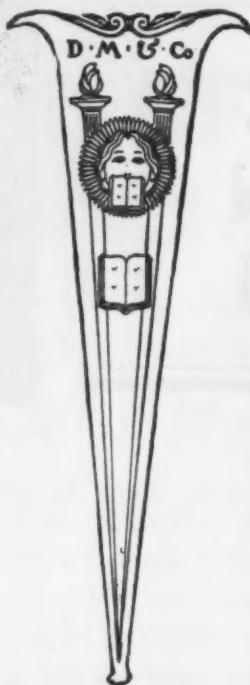
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**A LITTLE MORE**

By W. B. Maxwell  
*Author of "The Devil's  
 Garden," etc.*

A new Maxwell novel that is bound to be one of the best sellers of 1922. A story that affords a rare combination of rich humor, brilliant characterization and high literary quality. It concerns the varying fortunes of a middle class family which constantly sought a "little more," until the futility of the quest was dramatically demonstrated. "It has magic, it is full of real human beings, it is changeful and colorful and moving . . . will make a host of friends among Mr. Maxwell's public."  
 —N. Y. Times. \$2.00

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By Hannah Gartland

A novel of New York today. A well known man about town, a favorite of many women, a connoisseur of horses and wines and noted the world over for his skill at cards, is found dead in his big lonely house at daybreak. The police department and the Prosecuting Attorney's office find the mystery a labyrinth of blind trails. The real solution comes as a stunning surprise to the reader. "Without a doubt, 'The House of Cards' is by far the best mystery story brought out in many a day."—N. Y. Herald. \$1.75

**MIDNIGHT**

By Octavus Roy Cohen

*Author of "The Crimson Alibi," "Six Seconds of Darkness," etc.*

Black magic! That's what it looked like. She entered the empty taxicab in a raging storm on the stroke of midnight, giving the driver an address on the outskirts of the city. Arriving there, he discovered—what? That the woman had vanished, apparently into thin air, and in her place was the dead body of a young and well known society man. A mystery-detective story that keeps you guessing and gasping and wondering how it will turn out. \$2.00

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A romance that has its real beginning three generations back in a bitter feud between three branches of a noble family over a gem of enormous value. Complications follow when the surviving descendants of this family, two attractive young men and two adorable girls find themselves at cross purposes over the recovery of the purple pearl. A novel packed with excitement and adventure of the sort that makes the reader forget the passing of time. (Feb. 25.) \$1.90

**YOLLOP**

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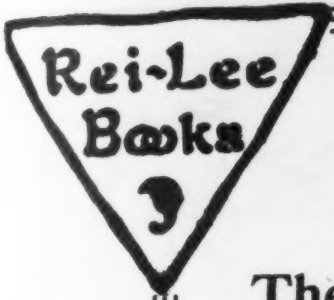
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Books

## 4 Unusual Books

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If you have been a friendless child, if you have had or longed to have children, this story of Chicago's "gold coast" and its slums—of love between a boy of eight and a woman of thirty—of a man's and woman's Past colliding with their Present about the figure of a child of the streets—will give you the thrill of mystery at the same time that it brings tears to your eyes.

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"Saturday Nights" is a vivid presentation of existence that has its counterpart in many American towns and cities. \*\*\* Here is a novel that deals with the emotions that lie far below the surface of life—emotions that sway the masses that toil. \*\*\* The story is forthright, gripping and tense. A very human romance lightens the author's graphic picture. Ready March 1 .....\$1.50 Net

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TO THE TRADE:

On Sunday, February twelfth, *IF WINTER COMES* will be six months old. Back on August twelfth, 1921, we published this novel with high hopes for it, but with no idea that it would be the most popular book in years. But just that has happened! The advance sales of *IF WINTER COMES* were 8600 copies, including 1500 copies sent to Canada. To date we have shipped out 265,673 copies, and the 305th thousand is printing. We know of no other novel published in the twentieth century, which, starting out in a small way, has rolled up such a total in so short a time.

*IF WINTER COMES* still heads the lists of best sellers both in England and America, and according to the latest report in the Bookman is the novel most in demand at the public libraries. We have every reason to believe that its popularity will continue undiminished for many months to come, and it seems likely that this splendid novel is destined to break records in point of total sales.

We find a steadily increasing demand for Mr. Hutchinson's other novels, *ONCE ABOARD THE LUGGER--*, *THE HAPPY WARRIOR*, and *THE CLEAN HEART*, and there is every indication that during 1922 they will out-sell most new novels.

Hutchinson's place in literature as one of the really great novelists of this century has been definitely established. His books will be in active demand for many years to come. In response to numerous requests, we shall issue on February twenty-fifth an attractive Pocket Edition, bound in limp leather, of his four novels, and we believe that the book trade will find a ready sale for this edition among their many customers who wish to have all of Hutchinson's novels on their library shelves.

With much appreciation of the splendid coöperation on the part of the book trade throughout the country, without which such an amazing success as that of *IF WINTER COMES* would have been impossible, we are

Yours very truly,

February 7th, 1922.

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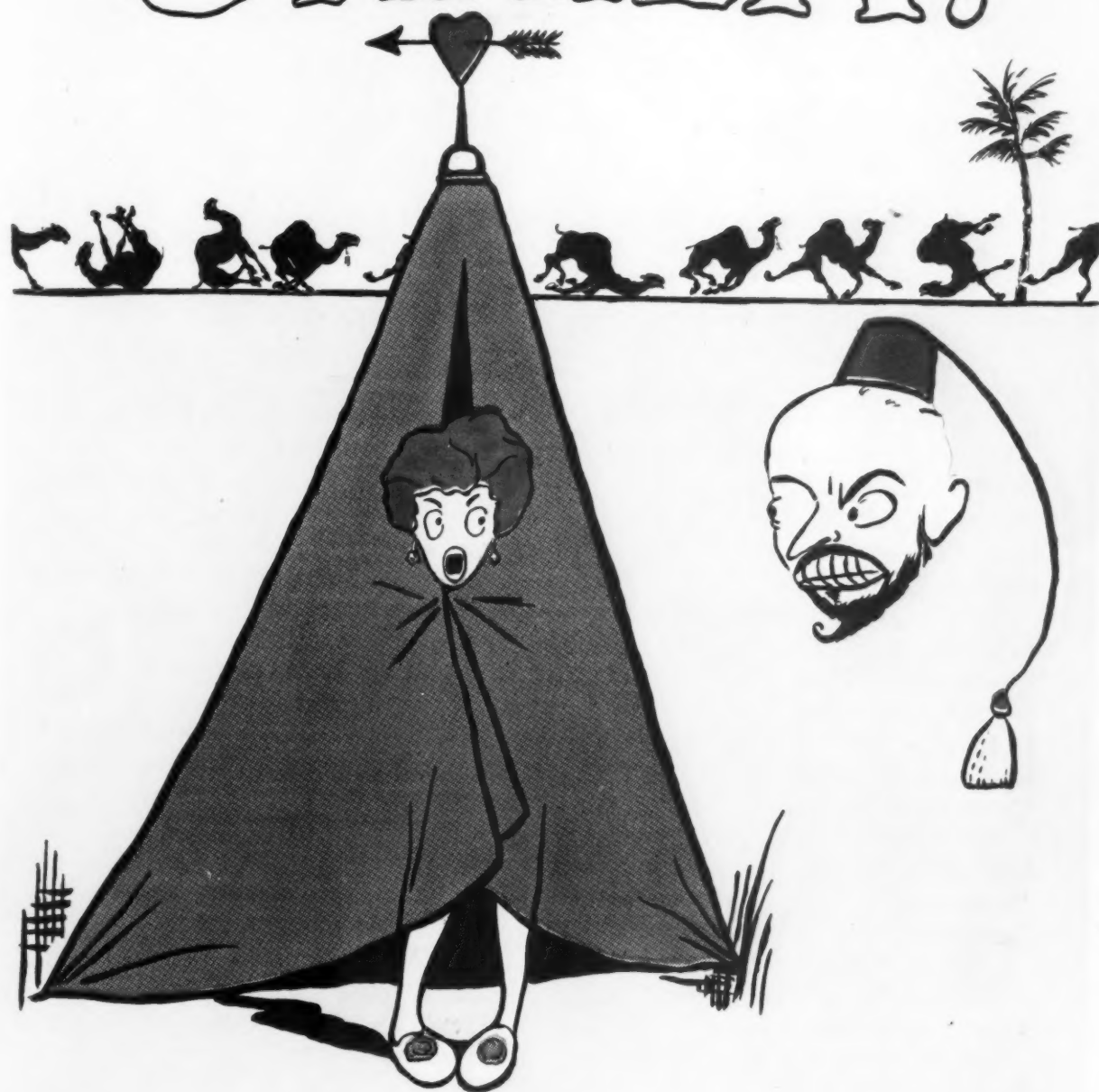
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COMING THIS MONTH

# *The English* Literary Year Book 1922

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and the desire to read about the Great Loves of noted people and the chivalry of noble men will never die. Witness the enormous success which romances such as "RICHARD CARVEL," "THE BROAD HIGHWAY," and many other noted novels have enjoyed. It is with these facts in mind that we present a story founded on fact that we believe will meet this great popular demand.

## THE BRACEGIRDLE

### THE FACTS

Anne Bracegirdle, English actress of the 17th century. The date of her birth is usually assigned to 1663 but by some it is put ten years later. She had a brilliant career on the stage till 1707 when she and her rival, Mrs. Oldfield, played "Mrs. Brittle" in Betterton's "Amorous Widow" on successive nights. The audience awarded the palm to Mrs. Oldfield, whereupon her rival quitted the stage, never to return, except for Betterton's benefit performance in 1709. She achieved her greatest successes as an actress in the plays of Congreve, to whom she was suspected of being secretly married. Rightly or wrongly, she had a high reputation of virtue. She was commonly called "The Darling" and "The Diana of the English Stage."

### THE STORY

Here is a truly delightful romance of London in the days of King William of Orange: the story of charming Anne Bracegirdle. Pursued by lovers galore who threaten to run each other through for her favors, she proves capable of handling the most tense and critical situations, with wit and courage. The author has the rare power of bringing vividly before the reader the scenes and characters of those troublous yet fascinating times when the stage was still young. We hear the ring of swords, the thunder of pursuit, the acclaim of crowds, and feel deeply the romantic spirit of that gloriously chivalrous age. Interwoven with action that stirs the blood is the heart-appealing tenderness of a great love. The plot concerns such characters as Congreve, Dryden, Lord Halifax and other noted folk.

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## What one Fifth Avenue Bookseller

### RETAIL DEPARTMENT CHARLES SCRIBNER'S SONS NEW, OLD, & RARE BOOKS

THE NEWEST BOOKS for late winter publication include another instalment of Mrs. Asquith's fascinating and disturbing "Autobiography," which continues her recollections; an important study by Louis Madelin of "Danton"; "Manon Phlipon Roland," by Evangeline Wilbour Blashfield; George Nathan's "The Critic and the Drama"; and a work similar to H. G. Wells's "Outline of History" entitled "The Outline of Science," under the editorship of Prof. J. Arthur Thomson. The new fiction is very promising, including: "Cytherea," by Joseph Hergesheimer; "The Memoirs of a Midget," an extraordinary performance by the English poet, Walter de la Mare; "Scarhaven Keep," a new mystery story by J. S. Fletcher; and "The Hills of Ruel," by Fiona McLeod.

THE RARE BOOKS DEPARTMENT has specialized in books on Natural History—Birds, Animals, Butterflies, and Fishes—and is unusually replete with all the standard works on these subjects in the best editions and with the beautifully colored plates in the finest condition. There are also very fine copies of Repton and the other old garden writers, with colored and folding plates.

NEW FRENCH BOOKS recently arrived include: René Boylesve's "Le carrosse aux deux lézards verts"; Claude Farrère's "L'extraordinaire aventure d'Achment Pacha"; Georges Duhamel's "Les Hommes abandonnés"; Pierre Villette's "Le Château sous les roses"; and Benjamin Vallotton's "Achille & Cie."

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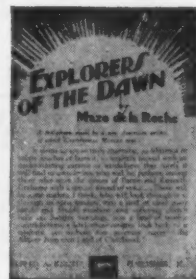
# Books You can Sell—

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By  
Thomas Beer

*Moon-Calf, The Charmed Circle, The Blood of the Conquerors*—I am proud to have published these American first novels during the past two years. Now **THE FAIR REWARDS**, the first novel of a young American who already has a large audience in the magazines. A story of the American stage during the past twenty years and a unique study in sentimentalism. **THE FAIR REWARDS** is bound to attract the kind of discussion which sells books.

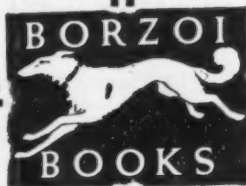
Jacket in 3 colors. \$2.50 net



## Explorers of the Dawn

By Mazo de la Roche

Christopher Morley has written an introduction to this novel by a young Canadian author, and he says: "It seems to me so truly charming, so felicitous in subtle touches of humor, that surely it will find its own lovers; those, perhaps, who utter the names of Barrie and Kenneth Grahame. For everyone who is tired of pessimism and realism, recommend this story of the adventures of three boys. (Not a juvenile)." \$2.50 net



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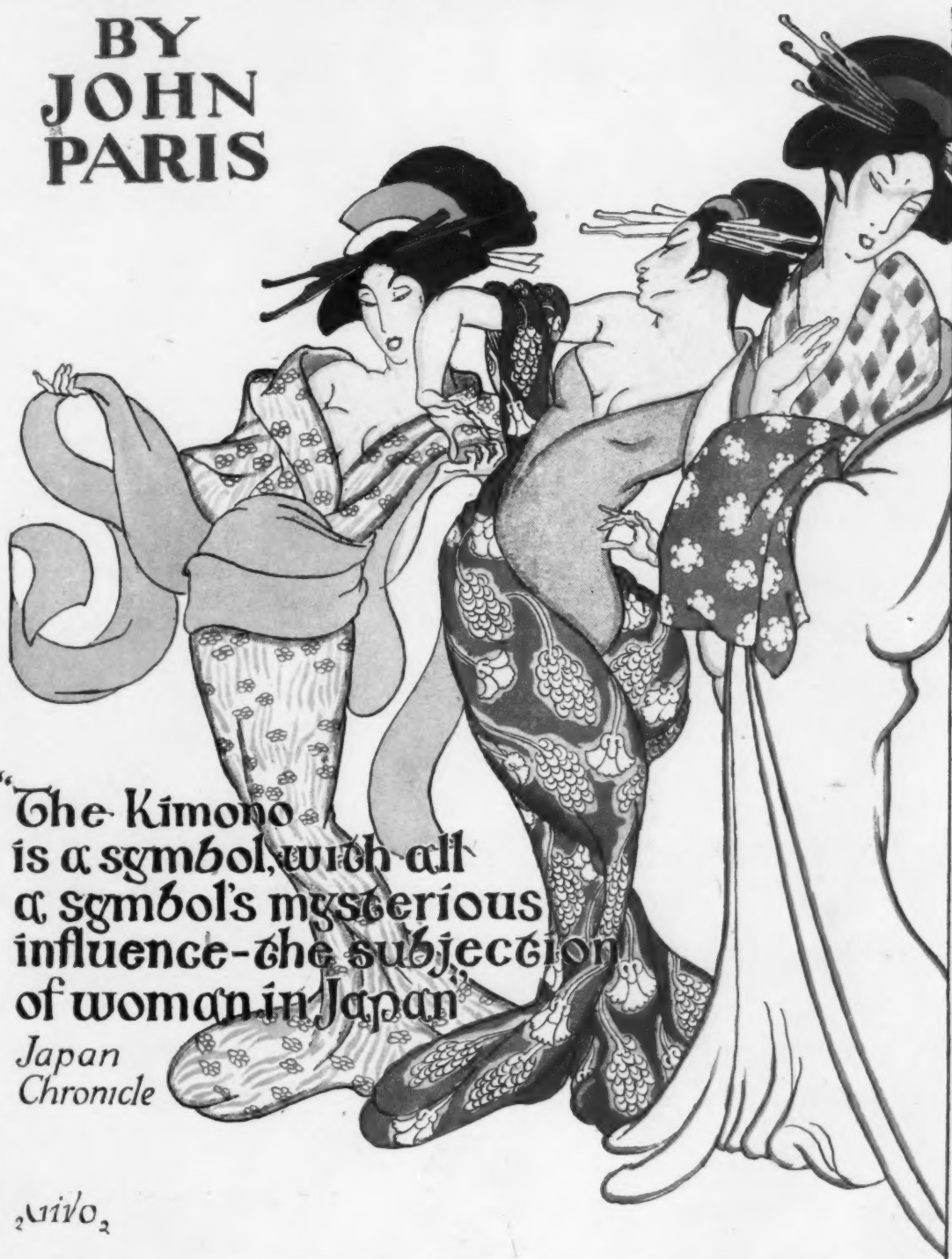
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*Publication date April 15.*

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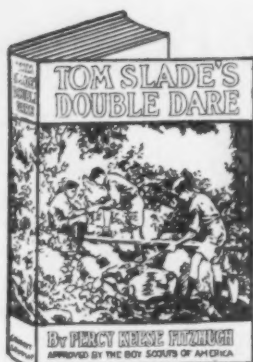
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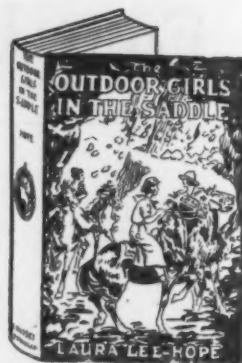
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**The Publishers' Weekly**THE AMERICAN BOOK TRADE JOURNAL  
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February 11, 1922

*"I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto."—BACON.*

**The Worth of a Salesman's Time**

**I**T is worth while for industry to pause occasionally to estimate the industrial value of those men who tour the country month after month, bringing to the attention of the retailers the product of the manufacturers.

Those who carefully study the problems of distribution and the elements that enter into successful and economical merchandising never fail to come from such an investigation with an increased respect for the pivotal value of those who in the field are the representatives of established lines or of new proposals. It is sometimes speciously argued that there would be a saving in the ultimate cost of a product if the expenses of travelers were dispensed with, but actual experiments in this direction have shown that this change is uneconomical in result, and that only by means of personal presentation can the goods be distributed in quantities that accomplish low production cost.

The method that preceded this era of the traveler was the system that brought the retailer annually or semi-annually to the large distributing centers to select his goods. There is in this operation a larger expenditure of time than by having travelers in the field, except in some lines of merchandise, where the year's buying can be planned at one special time and where there are advantages in seeing large contrasted groups of merchandise at one time.

Successful retailers who analyze the elements that have permitted them promptly and adequately to meet the needs of their communities are always generous in their appreciation of what the contact with the well-informed traveler means to them. They get information, suggestions and selling inspiration that could not be had from cold type, and these travelers acquire a keen faculty of taking from one place to another ideas for buying and selling that are an important contribution to the success of all stores.

The old-fashioned idea that a traveler was a man to be kept scraping his feet on the door mat has pretty well passed away, altho there are still some buyers who believe that they need high fences around their time in order to protect them from the inroads of the sample cases. The contact between the traveler and the retailer is after all a short allotment of time for the value that can be obtained, and if the retailer is well-prepared with a knowledge of his business and local conditions, there is everything to gain by giving ample time to the traveler and not only in giving ample time but giving it as promptly as conditions permit. The idea that the dignity of a buyer is increased by the number of hours he can keep someone waiting in his city for attention should pass out along with all other misunderstandings between buyer and seller. In the long run the buyer must pay for waste of time just as he must pay for everything that affects the cost of a product, and in these times when everyone is interested in reduction of cost there is a real reason for careful husbanding of the time of the travelers.

**One Thousand Members Needed**

**R**EPORTS coming in from the Executive Committee of the American Booksellers' Association indicate that it is aggressively handling the vital problem of increased membership. The Convention last spring set 1000 members as its objective, and no better time could be selected for such a drive. Booksellers scattered over the country too little realize what the national organization, even with its slight machinery, has done to better the conditions under which they work, and even tho unable to attend the Convention, these dealers ought to give their moral support by joining and their financial support which will enable the Executive Committee to accomplish more.

One of the Convention Committee recently wrote: "Many of our prominent booksellers who are not members of the A. B. A. are laboring under the impression that our Conventions are just a lark and that many things are discussed there that have no vital importance or are not important enough to warrant their attending the Convention.

"Now is the time to correct this impression. The future of the book business has great promise, and we must make our organization complete and make it stand for nationwide effort to improve bookselling conditions."



## Maintaining Standards

**S**TATISTICS and percentages have never received such wide attention as in the past few years. We find them on all sides molding our opinions. It often seems, however, as tho figures were quite generally suspected by those that read them. Among current statistics received are some from the National Industrial Conference Board whose charts show that the dollar is now worth 61.1 c. This would mean that \$2 ought to buy \$1.22 worth of books at the 1914 level. It does, in fact, buy about \$1.40 worth, but the retailer who may suggest this will find that customers do not believe figures implicitly.

From the Federal Reserve statistics just at hand we find that the Department of Labor estimates that December wholesale prices were at 149, again a higher figure than that which is current on books. The Department of Labor figures indicate that the cost of living in New York City is at 178.1; again books seem to be low. Furniture and household furnishings are at 232; miscellaneous at 216.9. Books presumably fall into one of these two classifications but it is important to note that books are one of the commodities which are far below the average.

We notice a comment on book prices from the makers of binding board, who point out that their prices have come down heavily while books only slightly, but binding board went up the 300% by 1920, and even after a heavy drop is still 100% higher than in 1914. If books had gone up on the same rocketing plane, there would be plenty of room to come down.

All of these fresh figures do not indicate that there should not be a continuing effort to keep prices of books at the lowest level possible, as it is everyone's wish to get the widest distribution obtainable. At the same time, there is comment from many sides on the need of improving the physical aspect of all books to give them greater beauty and durability.

In our department of Good Book-Making, we have been endeavoring to keep this subject to the front steadily during the time when standards of manufacture were difficult to maintain. We now believe that increasing discussion should be given to this subject, as books that are worth printing are worth printing in a way that will be attractive and durable. It is not possible to plan each new

book in several different types of editions, one for the collector, one for the library and one for the casual reader. All groups have got to be supplied from one common stock but greater dignity and durability can be obtained over a wider group of current publications, and publishers must realize that dealers and consumers are very much alert on this subject at the present time.

## Turnovers and Leftovers

**A**BOUT fifteen years ago," writes a publisher, "I was taken to the buyers' room in one of the large department stores of Boston. There were booths along one side of the room, and above the row of booths extending the length of the room in large letters were painted the words:

WE MAKE MONEY ON OUR TURNOVERS AND LOSE  
MONEY ON OUR LEFTOVERS

There has been unquestionably a new appreciation of what the turnover may mean, and its importance has not escaped the attention of every good retailer. As a rule for present business prosperity, the above motto is hard to improve upon.

At the recent annual meeting of the National Association of Book Publishers, President Hiltman spoke of the present importance of quick turnover in the book world, and said that he believed the publishers as well as retailers must mould their business plans to have quick turnover and lose less on the leftover. As the time for spring orders comes and the travelers appear with catalogs and lists of new books, this subject is one which is again vitally to the front.

The best way to increase turnover on already published books seems to be to take ample time to check the catalogs with regard to past sales and present stock. The public is not going to be permanently interested in the bookstore that does not take great pains to have the books wanted on hand when they are called for, and a slighting of check-ups is a quick method of bringing that kind of criticism upon the bookseller's head.

In spite of the fluctuating character of book demands, the sales and purchases of one year do give valuable information as to the needs of the next. Not to take time and pains to get the benefit of that information is to encourage careless buying. The bookseller who had a market for ten copies of a staple book in the spring months of last year is as much mistaken if he orders one copy this year as if he orders fifteen copies. Neither order is based on accurate knowledge or understanding of turnover.

## Act Now for a Just Tariff on Books

The Present Schedules in the Fordney Bill Menace all Book Interests

**I**F the Fordney Tariff Bill should pass in its present form the book business of the United States and the educational and literary interests of the country would suffer to an unparalleled extent. A strong presentation of the need of changes in the bill has been made to the Ways and Means Committee and to the Senate Finance Committee by representatives of the publishers, booksellers, libraries, educational institutions and toy book manufacturers. The tariff is now at the front for final action, and every member of the book-trade and every institution interested in the use of books should put behind these filed protests their strongest and most urgent personal pressure, in order that the danger may be averted. No tariff is settled until the Bill is finally passed and signed, and in the next two weeks protests to Congress and especially to members of the Finance Committee of the Senate are extremely important.

In order to make clear the character of the most needed changes, seven points are listed on the following page and following that are tentatively suggested the revisions that would be needed in order to bring these changes about.

Changes in paragraph 1529-30 would put *books over twenty years old and books in foreign languages back on the free list*. There has been no good reason suggested from any direction for the omission of these from the free list. Books over twenty years old are non-competitive, they are needed for the enrichment of the educational and literary resources of the country. The income from a tariff on these would be of negligible value to the government compared to the importance of having such material come readily to our public and private libraries. The public libraries would be exempt from this tax by further provisions but would have the annoying detail of filing manifestos with each importation.

No printers or publishers in this country have contended that there is need of a protection on *foreign language books*, and to omit them from the free list would be a step backward that should not be thought of. We owe it to ourselves to have the fullest and easiest intellectual contact with all the world, and we owe it to all our new citizens that they be able to obtain books in their own languages without extra expense.

The duty on *English books under twenty years old* has been set at twenty per cent, which is five per cent higher than the last tariff and five percent lower than the previous Republican tariff. Competent testimony shows that books can be manufactured here as cheaply as

in England, and twenty per cent is ample protection for the printers.

It would be especially unfortunate to double or triple this by the use of such expedients as the *American Valuation* or the use of American wholesale prices, instead of English cost prices for levying this duty. The American Valuation Plan of appraisement as provided for in the present draft of the bill in Section 402 would be almost impossible of application to books. No two books are exactly alike, and the appraisers would be obliged to give the American importers unwarranted delays while they endeavored to estimate what the American valuation of a book might be.

The theory of American Valuation has been to protect American manufacturers against the product of the countries where there was extraordinary monetary depression. The condition of English exchange, however, does not justify such radical measures to protect American book industry, and such protection has not been asked for by the publishers. The only type of book that might suffer from such competition is the children's toy book, which should be more clearly protected in the toy section, as per the sound suggestion of the toy book manufacturers.

If Congress should adopt in place of the American Valuation method the plan of basing tariff on American wholesale prices instead of on the cost in the country of exportation, this would practically double the duty on books with a great disadvantage to the people as a whole to whom access to books of all countries at the lowest rate possible is of more importance than this slight added revenue for the government.

The insertion in the book paragraph (1310) of a special tho ambiguous reference to *leather bound books* is not justified by the needs of the case. Evidence before the Senate Finance Committee shows that leather binding is at present as low in this country as they are in England and that twenty per cent tariff would amply protect the binding industry of leather bound as well as cloth bound books and books in sheets.

The change in *duty free privileges of libraries* to restrict their totals has not been justified by any evidence submitted, and the restriction on the amount that families may bring into the country of books in their private libraries is entirely uncalled for and not needed by any standard of protective measures.

The evidence placed before Congress has consisted of a brief presented and filed by John Macrae, representing the publishers and book-



sellers, a very carefully analyzed presentation of the faults in the measure presented by M. Llewellyn Raney, representing the American Library Association and the educational interests of the country; a brief representing the retailers filed last fall with the Ways and Means Committee by Charles E. Butler, representing the booksellers, and a later brief with careful reanalysis of the situation from a retail point of view presented to the Senate Finance Committee by Charles E. Lauriat, Jr., of Boston; a brief presented and filed by Charles E. Graham, representing the toy book manufacturers.

The printers and binders sent counsel to argue for a higher duty than the twenty per cent, but presented no concrete figures to indicate that American industry needed a higher rate for its prosperity. The difference between the cost in the two countries is now too closely paralleled to make such a rate just or productive in any sense.

The brief presented by the libraries did not touch on the need for the elimination of the American Valuation or American wholesale method of appraisement which is so important to the book-trade, as this would not affect their duty free privilege which is being supported by all parties. But, while the libraries would not be affected by the duty on old books or on foreign books, if levied, they have given the strong weight of their protest in America's best interest.

#### Let Everyone Write Congress

Every one in the book-trade or library and educational world who believes in keeping the channels of book distribution open and on a just and reasonable basis should write to Congress either to the Committee members or others in order that the vital importance of changes in the book paragraphs be not overlooked.

If this book-trade statement were put in the hands of every local paper a wave of interest

would be started that would reach Washington.

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#### FORDNEY TARIFF BILL—H. R. 7456

The following changes in the book schedules are urgently recommended:

1. The duty on all books bound or unbound except such as may be otherwise provided for should not be more than 20% ad valorem based on cost price to importer in country of exportation (Par. 1310.)

2. Children's toy books should be protected under toys (Par. 1414) with clarified description of what constitutes a toy book and the 40% duty as proposed.

3. Books should be specifically exempted from American Valuation appraisement (Sec. 402) as being impractical to apply and unnecessary for adequate protection of this American industry.

4. Books over 20 years old should be reinstated on the Free List. (Par. 1529.)

5. Books in foreign languages should be reinstated on the Free List. (Par. 1530.)

6. Libraries and educational institutions should be given the same duty free privilege as before, i. e., not to exceed two in any one invoice instead of two in all. (Par. 1531.)

7. The libraries of families from other countries should be duty free without the limitation of \$250. (Par. 1532.)



**1. Duty on books should not be more than 20 per cent ad valorem based on cost price to importer in country of exportation.**

This would be accomplished by inserting the following in Par. 1310, after the words "20 per centum ad valorem."

"on the actual price paid or to be paid in the country of exportation, not inclusive of royalties, or, in the case such price is not predetermined, then the wholesale price or market value, not inclusive of royalties in the country of exportation on the quantities sold for such exportation."

**Leather bound books would be given adequate protection when covered by the same 20 per cent as other books.**

This would be accomplished by the elimination of the ambiguous line from Par. 1310, lines 5-7,

"books bound wholly or in part in leather, the chief value of which is in the binding, not specially provided for, 33 1/3 per centum ad valorem."

**2. Children's toy books should be adequately protected under the toy schedules and not by a confusing mention in both book and toy paragraphs.**

This can be accomplished by eliminating from Par. 1310, lines 7-10,

"books of paper or other material for children's use, printed lithographically or otherwise, not exceeding in weight twenty-four ounces each, with more reading matter than letters, numerals, or descriptive words, 20 per centum ad valorem."

And by slightly clarifying the description of toy books used in Par. 1414, which gives 40 per centum ad valorem duty, to read, following the words "toy balloons" on line 2.

"toy books printed on paper or cloth, unbound or flexibly bound, or in bindings of card board bearing illuminated cover design for children, printed lithographically or otherwise."

This to take the place of the present description, which reads:

"toy books without reading matter other than letters, numerals or descriptive words, bound or unbound, and parts thereof."

**3. There should be a specific exemption of books from American Valuation appraisement of Sec. 402.**

This should be accomplished by adding the following to Sec. 402 at the end thereof:

"Provided, however, that books shall be exempted from the method of valuation prescribed above and "value" in the case of books shall mean the actual price paid or to be paid in the country of exportation not inclusive of royalties, or, in the cases where such price is not predetermined, then the wholesale price or market value, not in-

clusive of royalties in the countries of exportation on the quantities sold for such exportation."

Testimony submitted to the Finance Committee of the Senate showed not only that the added protection of American Valuation is not needed or desired by the book industry but that it would be peculiarly annoying and complicated in operation as applied to books.

American Valuation is designed primarily as a protection against the depreciated currency of the countries of central Europe; but those countries publish practically no books in the English language and so are not competitors of American publishers. The currency of English speaking countries is nowhere sufficiently depreciated to constitute a menace to American publishers, so that the most weighty argument in favor of American Valuation fails in the case of books.

**4. Books over 20 years old should be returned to the Free List as being non-competitive and as necessary to the educational and intellectual progress of the country.**

This can be done by prefixing to Par. 1529 the following from Par. 425 of the Act of 1913 (agreeing with Par. 517 of the Act of 1909):

"Books, maps, music, engravings, photographs, etchings, lithographic prints, bound or unbound, and charts, which shall have been printed more than 20 years at the date of importation, and all"

Books over 20 years old have been on the Free List for half a century. It would be a grave injustice to the scholars and book-lovers of the country, as well as to the trade, to change this long standing exemption.

In the hearings before the Finance Committee no reason or argument was advanced for imposing a duty on old books, but every speaker who mentioned the subject agreed that they should be restored to the free list.

**5. Books in foreign languages should be returned to the Free List, as being in no large sense competitive, necessary to better international understanding and American scholarship, and important to a vast number of our new citizens.**

This can be accomplished by prefixing to Par. 1513 the following from Par. 426 of the Act of 1913 (agreeing with Par. 518 of Act of 1909):

"Books and pamphlets wholly or chiefly in languages other than English; also"

**6. Reinstate the former privileges of libraries and schools by making Par. 1531, lines 10 and 12 of the Free List read:**

"may import free of duty, not to exceed in any one invoice two copies of any book, map, music, engraving, photograph, etching, lithographic print, or chart."

There are no indications that the closer restriction is necessary.

7. In Par. 1532, reading,

"Books and libraries of persons or families from foreign countries if actually used abroad by them not less than one year, and not intended for any other person or persons, nor for sale, and not exceeding \$250 in value."

eliminate the words, "and not exceeding \$250 in value" as not necessary for protective purposes.

No reason has been advanced for the insertion of this unnecessary limitation. It would certainly not benefit the publishers and book trade of the United States, nor would it produce enough revenue to pay the cost of administration.

## Making a Fortune on Four Hours a Day

By George W. Gether

Reprinted from *M. I. S. T.*

**H**OW many hours a day does the average outside salesman work? It has been proved again and again that by working more, the salesman makes more sales, which means that he makes more money. Once the actual figures have been put before a salesman, if he is a real salesman and not an order-taker, an improvement of from 50 to 100 per cent and even more is noticed in his results.

Some salesmen work only two hours a day, yet they manage to make comfortable livings. They are happy and contented, and think they are successful. Back somewhere in their minds is the dim thought of maybe making ten per cent more when "conditions" are right.

They don't realize that they could double their sales by doubling their two hours of work to four, making twice as much, and, by saving the increase, retire happily ever afterward in ten or fifteen years.

Probably if they were to be told that they worked only two hours a day they would be insulted.

Two hours a day!

Let's see, now. Here's a salesman's day:

8:30 to 9:45, at the store;

9:45 to 10:10, trolley car;

10:10 to 10:35, with prospect;

10:35 to 10:50, walking;

10:50 to 11:30, with prospect;

11:30 to noon, trolley car;

Noon to 1:00, lunch;

1:00 to 1:50, fussing at desk;

1:50 to 2:05, trolley;

2:05 to 2:55, with prospect;

2:55 to 3:00, walking;

3:00 to 3:10, with prospect;

3:10 to 3:35, trolley.

3:35 to 5:40, fussing about the store;

5:40, left for home.

How many hours of work is that? Eight thirty to five forty, nine hours total? Not on your life.

Look again. First, there's "10:10 to 10:35, with prospect." There's 25 minutes work. Go on down the list. One hundred and twenty-five minutes with prospects—two hours and

five minutes of work and the rest of the day gone blooey! Not a call in the evening, either, the best time of all for home selling.

What is work, anyway? Work has just one justification and that is the result. Mere activity that cannot bring direct results in sales is no kind of work for a salesman. The work that counts in selling is the work done with the prospect.

Here it is in a nutshell.

A salesman *works* only when he is *in the presence of the prospect*.

Of course there are a lot of unproductive things a salesman has to do. He can't help it that all the prospects don't live side by side on Prospect street, but are scattered all over the map. He has to spend time getting from place to place. He has to spend a few minutes at headquarters daily, getting the mail, the latest dope from the manufacturer, and proving to the boss that he is on the job.

The point is that these unproductive things are mighty nice to do, and it is all too easy to get tied up in a mess of inside stuff that doesn't lead anywhere except in.

The salesman has to get out—out where the business is to be had, out among the prospects. The more prospects he sees in a day, the greater his chances of making sales and the greater his chances, the greater his fortune.

Some amount of unproductive time is inevitable. It takes time to get from place to place, for instance. Yet much lost time can be turned to account—in the presence of the prospect. How much is up to you. If a salesman is occupied with business for eight hours a day, it is liberal enough to allow him half that time for traveling, the main and one really unavoidable "time out" from selling.

Four hours a day for *work*.

*In the presence of prospects.*

A salesman is not working unless he is selling.

Four hours a day of *selling*.

*In the presence of prospects.*



# The Bookstore's Star Salesman

By Michael Gross

*President, The Michael Gross Company, New York.*

**I**F you were told there was a third-story loft right around the corner from your present location, into which you could move your book shop and thereby cut your present rent bill in half, what would your answer be?

Undoubtedly you would say something to this effect: "I know I can save a good deal of money by moving into a loft but what chance would I have of doing business without a show

Why should this be so? Any book-seller will readily admit that there is no more faithful salesman in his employ than the show window of his store. It stays on the job day and night; never takes an hour off to eat, or a day off to loaf; is never too tired to show goods—and never asks for a raise. Yet how often do we find this "star salesman" being shamefully neglected? How often is the show window used



A MASSED DISPLAY BROUGHT BRISK RESULTS WHEN USED ON A BUSY THOROFARE

window in which to display my merchandise?" Which answer would be about one hundred per cent correct, the proof of its accuracy being that landlords figure practically the same way in determining the rent of a store: two-fifths for the store itself and three-fifths for the show window which faces the street. On main thorofares in big cities, the show window may bring as high as nine-tenths of the total rent charged.

But while it is true that most booksellers sense the value of their show window as a sales-stimulator, and realize they are paying a stiff premium for the privilege of having one, very few of them really make a profit on this investment; in other words, get enough increased business out of their trims to pay for the window and a little over besides.

merely to let light into the store—instead of additional cash into the register.

No other part of a business so generously repays for thought and effort as will the window. Don't say that books are hard to form into attractive displays. The photograph which illustrates this article disproves the statement. And what convincing testimony the picture offers of the fact that a complete window full of books really does pay—as well, if not better, than a display of other merchandise! If book displays can be made to pay in New York, where window space is worth anywhere from two to ten dollars a square foot, rest assured they will prove worth while in a smaller town. When a store on one of the costliest store sites in the country can see a profit in trimming an entire window with books alone,



there are possibilities for a bookseller in a smaller town.

Of course, the displays arranged by these big stores are no haphazard affairs—no mere piling of a lot of books into a window and calling it a day's work. Not only is the arrangement carefully planned beforehand but the titles themselves are carefully scrutinized to see whether they are appropriate both for the season of the year and for the class of people to whom the store caters. A detective trim can be featured during a particularly dull, rainy season of the year, when the average business man who passes this window wants to do nothing better than get home, have a bite, and then settle down into a comfortable arm chair with a rattling good detective story.

Interviews with men in charge of trimming the "big windows" in New York City, show that all of them, broadly speaking, adhere to the following "ten commandments" in planning a book display:

1. *Lighting:* Have all the lights in the window concealed. Electricity is no longer a novelty. The time has passed when people will travel miles to catch a glimpse of an electric bulb. What you are most interested in selling is books—not mazdas. And keep the bulbs clean. Lighting experts figure that bulbs which have not been cleaned for two weeks give only two-thirds of the illumination they should, due to the film of dust thru which the light must first filter. Also be sure that your lights are shaded, so that every bit of the illumination is concentrated on the merchandise, where it rightfully belongs.

2. *Back up your window.* A person who is interested enough to stop in front of your display should have his eyes kept there. Being able to see what is going on inside the store causes the attention to wander to the interior instead of being concentrated on the window trim. Don't dress your window either above or below the eye level of the average person who passes the store. If you have a very high window, it is better to use side lights, in order to secure even illumination on the display.

3. *Have your window reflect the season.* Don't build a massive window full of ponderous books in July. Don't display light and airy novels in the dead of winter. June—and not December—is the time for books on house-keeping and home-making and cooking. Rainy, gloomy March and April is the time for detective fiction and other absorbing stories that make the reader forget there is such a thing as bad weather. July and August are natural born salesmen for books on boating, bathing and all outdoor sports. See that the text matter of your signs and window displays also links up to the season of the year. "FOR THESE RAINY, CHILLY NIGHTS WE HEARTILY RECOMMEND

A COMFORTABLE ARMCHAIR, A WARM FIRE AND ANY BOOK IN THIS WINDOW" carries more of an appeal to the passerby at certain seasons of the year than would a Lyendecker original in your window.

4. *Avoid "fancy" sets.* Don't get bitten by the art bug and think you would like to try the effect of putting just one book in your show window, contrasted against an orange-colored drape. That idea sounds fine when the Greenwich Villager who has just moved around the corner tells you about it. But in actual practice it doesn't work out quite so well. What constitutes a good book, like the question of what makes a good horse at the race track, is largely a matter of opinion. That's why you must have a window full of titles if you have any at all. A person who stops in front of your window with the idea in mind of buying a book wants to see a large selection and pick what he thinks is the best of the lot. Look at the display used as an illustration for this article. Do you think that any person who even remotely believed he wanted to buy a book could look into that window and not see something which appealed to him.

5. *Change your windows often*—once a week is not at all too often to show something new. In a small town especially, it does not take long for every prospective purchaser to see your display. If you do not change your window often the time will soon come when people will stop looking into it at all. None of us like to look at the same thing over and over again (a woman with a mirror excepted, of course). Constant change means constant interest—which interest, in turn, means increased sales. Is the extra time worth the extra sales? It is up to you to make the decision.

6. *Use displays and posters sent you.* You would be very much surprised if you knew what these "silent salesmen" cost the publishers who send them. One selling effort last year cost the publisher nearly two dollars each for the window sets—and over a thousand of each were ordered. Many book-sellers take the attitude that when they use a display sent them by a publisher they are virtually giving over their window to the selling of his book. This viewpoint is, at best, short-sighted. The more books you sell the more books you have to buy from the publisher—that fact is obvious. And we also willingly admit that if the book-seller didn't sell books the publishers might starve—but then, so might the booksellers. Don't worry over the fact that displays will help sell a certain book for a publisher or that you are giving him your window for nothing. You can't sell books for the publisher without selling them for yourself—take that thought to heart and be comforted.

7. *Shades down while window is being*

*trimmed.* Your clerk may be the handsomest fellow in seven counties, but he rarely shows up to advantage in the store window at high noon, with his sleeves rolled up and a trickle of perspiration running down the bridge of his nose. And there is also an element of mystery that people seem to like in seeing a shade down and then, later in the day, having it go up again, disclosing a new display.

8. *Use judgment in color schemes.* Don't place books with red jackets against a red background. If you are arranging a trim with books that have highly-colored wrappers, keep the background a neutral tint, so that a contrast is afforded. Don't try for an "all-star" performance. Subordinate everything to the merchandise you are trying to sell—BOOKS.

9. *Get across the atmosphere of books.* In trimming a holiday window, endeavor to get the idea of the holiday across and then show books as forming part of the festival. A Christmas window in New York City that attracted considerable attention showed a cozy room with a fireplace in one corner and a Christmas tree in the other. Inside the fireplace could be seen the boot-clad legs of Santa coming down the chimney. A bagful of books lay on the floor, as tho Santa had first thrown them down. A large sign above the display read: GIVE BOOKS FOR CHRISTMAS. In the same way a vacation window might have a gang-plank leading to a painted drop in the rear of the window showing a boat at anchor. Once the idea of vacation reading is hammered home it is easy enough to get books into the scene—and the connection is far more natural than if the books were first "put over."

10. *Never forget or neglect the windows.* The tenth commandment is merely a summary of the other nine: You pay at least sixty per cent of your rent for your show window. It is—or, at least, should be, your star salesman. Do not let it die from neglect.

### List of Religious Books

A SUGGESTION in connection with Religious Book Week has been made that the local booksellers could get attention concentrated on important literature in this field by asking the local ministers to list for them what they considered the best five recent religious books. Such a list from those most competent to give opinions would be interesting to all readers, and the local newspaper would undoubtedly be interested to print such a list. Each year there are books in this list that command real attention and deserve wide lay reading, and retailers will find Religious Book Week an opportune time for such emphasis.

### What is Increasing Sales

IN many directions we hear discussions and conjectures as to what may be the underlying causes for the increase in book sales. One recent writer ventured to suggest that it was a fad and that people were buying books and talking about them who had no real understanding of what they were discussing or reading. This would seem to be, in the opinion of most of those on the floors of bookstores, an explanation not backed by the intimate knowledge of the new reading public.

Some echo of this discussion and perhaps some answer to it is conveyed in a recent newspaper heading,

#### TRYING TO FIND WHAT'S FILLING COLLEGES

"Presidents and other educators in New England colleges have been trying to find out why the American youth has been pressing in large numbers at the gates of these institutions to constitute freshman classes which set new records in many cases."

They give among the factors responsible for the increase "the war-time demonstration of the value of higher education, the quickening of interest in all questions of international moment, and the hard times in business."

### Proposes Trade Amalgamation

A SUGGESTION that the separate organizations of publishers and retailers should be brought into more close relation is the thought contained in a letter which has just been sent out by B. W. Huebsch to his fellow members in the American Booksellers' Association. Mr. Huebsch says:

"The retail book-trade in the United States is making up for lost time. Signs of new life are everywhere apparent, and the business of distributing books is becoming a factor in American life.

"A closer understanding between producers and distributors is essential; bookselling and publishing are like two arms on one body. In my opinion, the enterprise in which we are engaged will find its best development *only when the booksellers and publishers are united in one organization*, each group continuing to function independently in those matters that concern only its particular branch.

"The publishers are perfecting their organization; the booksellers are already strong, but it behooves them to get every retailer into the Association. Hence this suggestion that you co-operate with the membership committee of the American Booksellers' Association.

"Whatever you do for the Association you do for authors and publishers as well as for retailers; all concerned with books have a common interest."



## Where To Start A Bookshop

**I**N connection with their efforts to continue the healthy progress that has been made in the starting of new bookstores, the National Association of Book Publishers have made a canvass thru traveling men for suggestions as to what cities would make the best area for new enterprises. Such a ballot gives valuable information to work from when inquiries come in as to good locations. The Association has ready a new pamphlet on "The Successful Bookshop" as well as a previous one on "Starting a Book Department" and material on bookstore finance and circulating libraries.

It is impossible, of course, to print a list without realizing that no informal ballot can accurately represent the relative needs of various cities and it is possible that votes might have been cast in some instances which were intended to indicate that some specific type of bookstore was needed rather than a new general bookstore which might compete with one which is already recognised as doing good work. The city of Newark was many times mentioned in these ballots as it was last year in a similiar ballot conducted by the PUBLISHERS' WEEKLY, but within a month a new bookshop has been started there. In Brooklyn as in Newark there are two large department stores, and the ballots probably meant that another type of general book business might also be successful.

There is quite a large emphasis on Southern cities, such as Jacksonville, New Orleans, Birmingham, Memphis, Tulsa and Mobile. The list

printed includes only those cities that received several mentions in the vote, but the ballot contained a wide range of other suggestions. At no time in book-trade history have so many new bookshops been started as in 1921, and there is every reason to believe that the movement will continue and spread.

It has been a marked peculiarity of the recent entrants into the field that few of them came from the established bookstores, but instead have entered the arena from professional or college life. As the ventures have proved successful, it seems to indicate that bookselling is a field in which intelligence can be somewhat a substitute for experience when experience is not easily obtainable.

### THIRTY CITIES NEEDING BOOKSTORES

Newark	Dubuque
Brooklyn	Terre Haute
Syracuse	Omaha
Jacksonville	Binghamton
New Orleans	Indianapolis
Birmingham	Des Moines
Minneapolis	Columbus
Worcester	Tulsa
Toledo	Oakland
Memphis	New Haven
Seattle	Youngstown
Erie	Mobile
Harrisburg	Grand Rapids
St. Louis	Lincoln
Kansas City	

## On Whose Shelves are these Books Reposing?

By C. L. Cannon

*Chief of Acquisition Division of the New York Public Library*

**W**HY is it so difficult to find out-of-print American books? This question forces itself upon a librarian who has tried unsuccessfully, over a period of two years, to pick up in the second-hand book trade such popular American authors as Joel Chandler Harris, Frank Norris or Edward Eggleston. Apparently, also, an out-of-print book need not have been published ten or fifteen years ago to be unavailable; a brief three or four years seems sufficient. It is accurate to go further, and say that once gone from the publisher's shelves, many volumes apparently vanish. Of course this complete disappearance is apparent and not real. Copies, plenty of them, must still be in existence; they may be found in the stocks of second-hand dealers if one is inclined to spend the time to hunt them out. But such time-consuming methods are impossible for the librarian, in view of the large number of replacements needed, and he must, of necessity, rely upon second-hand dealers and book-hunters to supply his wants.

Why, then, are these wants not more readily supplied? Considerable inquiry leads to the conclusion that the chief obstacle is lack of interest on the part of the dealer himself. There are a number of widely known mediums in which lists of books wanted are advertised. All dealers are familiar with the lists printed in the PUBLISHERS' WEEKLY. Yet advertisements there bring in only a portion of the titles listed. The advance in the cost of carrying on the second-hand business seems to be the fundamental difficulty. It has forced the second-hand dealer to economize. The cost of printing catalogs, rents, clerical help, and supplies make a higher percentage of profit necessary on stock turnover, and, since the prices of ordinary out-of-print books cannot be advanced as rapidly as costs justify, the dealer is in a way to lose money. His defensive move in the face of this situation, according to a number of New York dealers, is to concentrate on "books with a profit" such as Americana, local history, rare first editions, etc., and pay correspondingly less



attention to miscellaneous classes. When the thoroughness of organization of the British second-hand book trade is called to his attention, with comment on the ease with which an out-of-print book can ordinarily be secured in Great Britain, the American dealer replies that the cost of his help prevents the minute classification and listing which constantly bring out titles of old books in England and reduces the number of "scarce" volumes. Some dealers will say frankly that they do not know what books they have in stock, and that they throw all want-lists in the waste basket when received.

There is a suspicion in the mind of the librarian, at times, that some book dealers rely too much on the demand of customers who come to their place of business, as an indication of what books are popular, and not enough on first hand information of their value as permanent literature. This would seem to account for the large stock and heavy advertising of erotica, business, and "inspirational" books and the scarcity (judging by the response) of the early volumes of almost any prominent contemporary American author, Hamlin Garland, Upton Sinclair, Mary E. Wilkins Freeman, for example. Jack London was living three years ago, and his books are favorably known in Europe, yet his "Kempton Wace Letters," published by Macmillan in 1903, seems to have passed out of existence.

A similar absence of interest in library business is indicated by an almost total lack of response to requests for books in certain classes of literature, journalism, for instance.

The book dealer may be justified by business conditions, but it is certainly awkward for the librarian whose replacement expenditures constitute no mean part of his total book budget. Are there not enough libraries purchasing miscellaneous classes of books to make handling this material profitable? If public libraries have to go to the book dealer with their list of wants, instead of his bringing his stock to them in his catalogs, should not the dealer find it profitable to classify and arrange his stock and to search want-lists? Publishers will tell them that there is no steady seller to compare with a well-written book that out-lasts its generation. That is why Stephen Crane's stories are being reprinted, and welcome news it is to libraries, which have tried vainly to get his books at second-hand.

## Getting the Books Wanted

THE increased interest in book collecting and the importance of a systematic means of communication between those who want books and those who have them give increasing importance to the Books Wanted columns of the PUBLISHERS' WEEKLY, which reach every second-hand and new book dealer in the country. It has been the report of many who check thru these columns in order to quote books that it is much easier to read the lists of those booksellers who arrange their material in systematic

order and much easier to turn back and find the entry after it is once passed.

Many of the lists sent in for this department are in very confused shape, and the straightening out for publication is not easy. We have selected and reprinted in facsimile samples of Books Wanted lists that come to us in what, from the point of view of the printers and in the opinion of the users of the list, is the best possible form, alphabetical by author, followed by title and publisher and date, if known, especially the date if a particular edition is wanted.

## Best Sellers

THE newly invigorated book page in the Cleveland *Plain Dealer* has made a point of reporting the best sellers as given by the bookstores of that city. In a column headed "Best Sellers in Cleveland," it is printing lists of six fiction and six non-fiction titles, from Burrows Brothers, Halle Brothers, Korner & Wood, Richard Laukhuff and The May Company. From the five lists they then print a consolidated list. Booksellers are thus put in competition with each other as to what type of book shall reach the top of their particular list, a new feature in retail competition and publicity.

E. P. DUTTON & COMPANY.

681 FIFTH AVENUE  
NEW YORK, U.S.A.  
ESTABLISHED 1852

PUBLISHERS' WEEKLY

Jan. 14, 1922.

### BOOKS WANTED

Chatterton. Ships and Ways of other Days.  
Djyle. Poison Belt. 2 copies.  
Herford (Beatrice). Monologue. Scribner, 1908.  
Holmes (S.J.). Evolution of animal intelligence.  
Herford (Oliver). Children's Primer of Natural History.  
Huysmans. The Cathedral.  
Interrupted Friendship.  
Jepsen. The Determined Twins.  
Kipling. Two Tales. Vol. 4. 1892 \$42. Two Tales Pub. Co.

DANIEL H. NEWHALL

BOOKS AND PAMPHLETS

154 NASSAU ST., NEW YORK

New York, Jan. 7, 1922

Publishers' Weekly  
New York.

Gentlemen:- Please insert the following under Books Wanted

Daniel H. Newhall, 154 Nassau St.,  
New York.

Allen (L.L.). Life of Okah Tubbee  
Bristol (F.M.). Chaplain McCabe.  
Carpenter (Marcus T.). Memories of the Past.  
Calhoun (C.M.). Liberty Dethroned. 1903.  
Chopin. Bayou Folk.  
Crozier. Cave of Hegobar. The Bloody Junta.  
Dana. Recollections of the Civil War.  
Davidson. Tracks and Landfalls of Bering and Chirikoff.

## When Do Movies Sell Books?



THE ORIGINAL PAINTINGS FOR THE MILTON BRADLEY EDITION OF "THE THREE MUSKETEERS" WERE STRIKINGLY PLACED AND FINELY 'LLUMINATED IN A WINDOW DISPLAY OF L. BAMBERGER & COMPANY, NEWARK, WHEN DOUGLAS FAIRBANKS WAS SHOWING.

EVER since the moving picture took its prominent place in the public's regard, and especially since the producers began, naturally to turn to books for their titles and plots, there has been continuing discussion in the book-trade as to the effect of film display on the sale of the book. That it has brought book titles and famous stories to the attention of the tremendous new group of potential readers is unquestionable, but what has always been difficult to estimate is just how the bookseller could best connect with this interest and with what type of titles the connection was most profitably made.

It has been often suggested that booksellers should obtain concessions from the theaters and have the books on sale as the performance was over. One bookseller, who tried this, however, found that the sales were negligible. Possibly it was because the particular picture showing at that time left people completely satisfied with their knowledge of the plot and its development; possibly, also, people coming out were hurrying away to get home and, also, had the common feeling that, having spent what they had planned for the evening's diversion, further expenditure was not in order.

Booksellers have seemed to find that people have been as likely to buy the book next day as they were at the very time the show was out. It has also seemed as tho the bookseller who runs a magazine stand and variety store and picks up the less established type of book readers, was more likely to have the movie fan looking over his counters than the more dignified and complete bookstore.

There is undoubtedly a great difference as to the amount of demand that will follow from the filming of titles that might at first seem to have equal chance to produce sales. The filming of "Treasure Island" undoubtedly produced a wave of book buying thruout the country, and yet on many other adventure stories only a ripple of interest is aroused. The "Connecticut Yankee in King Arthur's Court" brought about a tremendous increase in sale, and these instances could be multiplied.

Perhaps no title has ever had more effect on sales than the production by Douglas Fairbanks of "The Three Musketeers," and every publisher who had an edition or who could plan a new edition has found that the film created a great bookstore demand which has distributed thousands of books, and the demand seems to be spreading to every section.



## College Text Books Again

By M. C. Godkin

FREDERICK DEANE HARTMAN'S timely discussion in the College Text Book Situation deserves widespread consideration from publishers, dealers, and college professors, as well as others who may be directly interested in supplying or securing college books.

That the present situation could be improved will be generally conceded; that conditions are as bad as pictured by Mr. Hartman will be questioned. There will be considerable dissension from his point of view by American publishers, dealers, and college men, but this is natural inasmuch as his experience has been in Canada. Nevertheless the situation here demands analysis and remedial measures where weakness is discovered.

To comment in detail on Mr. Hartman's statements is unnecessary. In general it will suffice to say that the ideas are suggestive if not altogether practical from the American point of view and that Mr. Hartman has recognized and pointed out those local conditions which would possibly interfere with their introduction. It is extremely unlikely that any large educational publisher, and Mr. Hartman agrees, or that professors in any considerable numbers would hold the opinions held by his characters. It would seem that Canadian firms have not perfected their educational institutions to any considerable extent. Perhaps the incentive is lacking.

The present day need is for:

(1) A uniform system for the distribution of textbooks for examination.

(2) A method for consistently advising the publisher of the texts adopted in each course and an approximate number required each semester. This information to be supplied some time in advance of the time the texts will be required.

(3) Close co-operation between faculty and dealer, faculty and publisher and dealer and publisher.

The promotion work must be left to the publisher. It is unreasonable and futile to consider otherwise. Reasons are manifold. There are approximately 750 colleges. Allowing each its special dealer (in actual practice there is more than one dealer to a college) it will be seen that if a dealer is to be properly equipped to promote the sale of the educational publications each dealer will have to enlarge his staff and stock sufficiently to handle the publications of over 500 publishers. To know the respective merits of each publisher's texts and their proper place in the field of education would be a Herculean and impossible task, involving an ex-

penditure few dealers could assume. The Educational Departments of the publishing houses are eminently better fitted to ascertain the suitability of their publications to college needs, and to see that educators in those subjects are kept in touch with new texts, than the dealer.

That the prices of textbooks are now near their highest level is due, of course to conditions induced by the War. But War conditions are slowly being corrected and in the near future the trend of textbook prices should be downward. But prices will continue to be too high until educators realize that, for every book received by them gratis for examination, and not ultimately adopted, the cost is indirectly added to the cost of the book in those schools in which it is adopted. Assuming that a new Latin text is announced and that 290 copies are distributed free of charge, it means that the cost of those copies must be added to the cost of copies sold. It is not unusual for a teacher to receive from ten to twenty copies of various text-books, when the introduction of only one can be made. In some cases the books are thrust upon him, and in some cases he asks for them. Multiplying that waste by about 750 colleges and considering the numerous departments in each college and the number of instructors in each department, the tremendous waste can easily be calculated and it can be seen why books are too high.

Free copies for the asking is one of those old customs, or habits, which many professors still adhere to and many publishers follow but which in time will be discontinued to the benefit of the student and professor. On the other hand, for a teacher to be required to pay for each text that he desires to consider would be grossly unfair and impossible. The solution lies in sending copies for examination billed and subject to return or payment if not introduced. If adopted the courtesy of a desk copy should still hold good.

As for dealer co-operation let me state a specific instance in which this important factor was altogether lacking. A professor has signified his intention of using about 700 copies of a text in September. The college book store was notified in June. The publishing house having been advised of the situation pressed the bookstore for a confirmation of the order. The order was finally received during the latter part of August. Upon investigation it was found that the bookstore had deliberately held the order back in expectation of lower prices. Such a procedure is inexcusable. It is unbusinesslike.



and places too heavy a burden upon the publisher. In such an instance a dealer would be entitled to a rebate had lower prices been put in force between the time the order was placed and the date the books were needed by the college. In the above case the professor showed a business-like and considerate manner; the dealer, the reverse.

Except in rare instances the professor knows what texts he will need long in advance of the opening of school. He should be urged to place orders as promptly as possible in order to give the publisher ample time to fill requirements. At the time the local dealer is advised the publisher should be informed so that the matter can promptly be followed up should any delay ensue.

It should be remembered by both the dealer and publisher that the average college professor is not a business man, that he is extremely busy with class work and administrative work and that he should be relieved as much as possible of the many distracting details which he is not equipped to handle. The dealer, who is close at hand and in close touch with conditions should co-operate more closely with the publisher, keeping him informed of requirements and changes promptly.

In closing it would be well to emphasize that the function of the publisher, broadly speaking, is to publish and promote the sale of books; the professor should examine and promptly acknowledge receipt of books and place orders as early as possible; the dealer as a middle man should co-operate more closely with the publisher for their mutual benefit.

### Darwin in the Textbooks

WITH the general stirring of public interest in education and a keener intellectual curiosity among all classes, there has come, also, a sharper questioning of what goes into our text-books, especially by those who fear that the youth may be directed into wrong paths in the state-supported institutions of learning. In Kentucky, the whole state has been stirred up over a bill that would prohibit the teaching of the theory of the evolution of man in the university of Kentucky or any other educational institution depending upon the state for funds. The fight has been apparently fanned by having William Jennings Bryan brought into the arena for a two weeks' campaign attack on evolution. In Mr. Bryan's most widely circulated book, "The Prince of Peace," there is a paragraph often quoted which sharply attacks Darwinism. Educators thruout the country have seen in this an attack on free discussion, and the charge and counter-charge are being printed in long columns in Kentucky papers.

### Book Expositions

THE French "Cercle de la Librairie" (book-trade association) held an exhibit of holiday books in December. No books were sold but those wishing to buy the books exhibited were referred to their own booksellers. In connection with this exhibit it is interesting to read the address made on this subject by M. P. Gillon at the Book Convention of 1917.

"However opinions may vary about the value of exhibits," says M. Gillon, "they have one unquestionable advantage; they stir up healthy competition among the participants and thus contribute strongly to professional progress. There can be no exhibit, however limited, that does not bring to light some innovations that suggest new ideas to the observers and awaken in them the will for renewed effort."

"But exhibits have still another advantage, by attracting the attention of people to the carefully chosen objects, and by inducing them to come and examine them at their leisure, they accustom them to show their preferences and to point out, after a fashion, to the producer the path that he ought to follow. By its visits and its purchases the public encourages and stimulates the exhibitors and thus contributes toward the progress of their industry. Therefore exhibitions have been increasing during late years. The tendency is away, however, from the universal exhibits of former years, toward special shows limited to one industry or group of industries: as for instance, automobile shows, furniture exhibits, etc."

"The book industry itself has been the object of many exhibitions, but as these included everything having to do with books they called for big halls and costly fixtures, which made it impractical to hold new ones as often as were needful. This inconvenience can perhaps be avoided by arranging frequent special exhibits in place of the general ones; no commodity lends itself better to this scheme than the book which is all the time undergoing modifications of various kinds on account of the numerous collaborators who make contributions to its production."

"Besides, in the book industry, only that part having to do with machinery needs much room. No palace is required to show specimens of paper, of printing, of design, of photographs, of bindings and stitchings. If, in addition, these exhibits include talks given by specialists, the general public will be educated in its taste, and initiated, little by little into the various characteristics of typographic art, learning to distinguish the merits of a fine edition, and taking pleasure individually in enriching its library with works judiciously chosen."

## Speakers Announced

MRS. ALICE DUER MILLER, author of "Come Out of the Kitchen," "The Charm School," "Beauty and the Bolshevik," "Ladies Must Live," and other popular books, and Charles Caldwell Dobie, author of "The Blood-red Dawn" are the speakers for the meeting of the Women's National Book Association, to be held at the Children's Book Shop, Thursday evening, February 16th at 8 o'clock sharp.

## The Society of Bookmen

WITH a broad program of interest and an inclusiveness in membership, this season has seen the launching in London of "The Society of Bookmen," which owes its start largely to Hugh Walpole and to his belief that all those having a common interest in books and book distribution should be better acquainted and should confer occasionally on the problems that are connected with the distribution of books.

The idea for this Society seems to have originated more or less at the meeting of the Associated Booksellers last year in York, where Hugh Walpole and Sidney Pawling of Heinemann's made speeches to the conference. During the fall, informal meetings of book people were held, and the first general meeting was at Ye Olde Cocke Tavern in Fleet Street on November 23rd, with G. A. E. Marshall in the chair. At this meeting, neither Mr. Walpole, nor Mr. Pawling, who had taken so much of the initiative, were able to be present, but organization was completed along the lines suggested by the Committee.

The name, "The Society of Bookmen" was adopted after several suggestions had been made. The purpose, as outlined in the program, was stated to be "a society for the advancement of literature by the cooperation of the various branches of the book-trade." It was agreed that future meetings should be held at the Howard de Walden Club, 16 Weymouth Street, Portland Place, and the subscription was set at one and a half guineas for town members and one guinea for country members. Those present at the opening meeting were:

J. D. Beresford	Leonard Parsons.
H. Clifford	Cecil Palmer.
Sidney Dark.	J. H. Quinn.
Nigel de Grey.	F. Richardson.
Frank Denny.	David Roy.
John Drinkwater.	D. J. Rice.
St. John Ervine.	Frank Swinnerton.
Kenneth Kinninmont.	Harold Shaylor.
E. C. Kyte.	Stanley Unwin.
M. A. Marston.	J. G. Wilson.
W. B. Maxwell.	

The general purposes of the Society and the way the membership is to be developed is seen in the thirteen people named at the first meeting to be invited to join the Society:

Artist: William Nicholson.

Authors: Norman Davey, Hamilton Fyfe and W. J. Tusser.

Booksellers: Basil Blackwood of Oxford, J. M. Fisher of R. Grant & Sons, Edinburgh, and H. B. Saxton of Nottingham.

Journalists: James Heddle of the Hulton Press, James Bone of the Manchester *Guardian* and W. Stewart of the Glasgow *Herald*.

Librarian: Stanley Jast of the Manchester Public Library.

Publisher: H. Jackson of MacLehose Jackson & Company of Glasgow.

Literary Agents: Raymond Savage of Curtis Brown Ltd. and John Clark.

The group is limited in membership in order to get well under way, but it is prophesied that it will grow as soon as the purpose is fully appreciated.

## Bookplate Exhibit

THE American Bookplate Society is now holding its Seventh Annual Exhibition of Contemporary Bookplates at the National Arts Club, 15 Gramercy Park, New York. The exhibit is open to the public each week day from ten to six and Sunday from two to six, until February 26th. After that time it will be at various libraries and art museums thruout the United States. The itinerary will include Brooklyn, Philadelphia, Cleveland, Pittsburgh, Toledo, Chicago, Kansas City, San Francisco, Seattle, Spokane and Portland.

The present exhibit is the largest one of its kind ever shown and comprises two hundred and twenty-one designs by seventy-five artists. Practically every civilized country is represented.

The jury of awards comprised Charles B. Falls, president of the Guild of Free-Lance Artists; Frederick W. Goudy, the typographical expert, and president of the American Institute of Graphic Arts; and William Edgar Fisher, bookplate designer of note and president of the American Bookplate Society.

The judges awarded Certificates of Merit to Frank G. House of London; to Carl S. Junge, of Oak Park; to Edmund H. Garrett, of Boston; to A. G. Law Samson, of Edinburgh; to Henry J. Haley, of London; and a special award to Oscar T. Blackburn, of Minneapolis.

"A family without a library, a mind without culture thru the printed page, must limp thru life handicapped for everything but the most menial occupations."

—Fleming H. Revell, New York City, in *New Era Magazine*.



## English Book-trade News

(From Our London Correspondent.)

## RECENT best sellers:

## FICTION

Davey's "Guinea Girl."  
 Keable's "Mother of All Living."  
 Ewart's "Way of Revelation."  
 Petersen's "Dusk."  
 Fletcher's "Marguenmore Mystery."  
 Williamson's "Beautiful Years."

## NON-FICTION

Mumby's "The Fall of Mary Stuart."  
 Matz's "The Inns and Taverns in Pickwick."  
 Cecil's "Marquis of Salisbury."  
 "Countess of Airlies in Whig Society."  
 Leigh's "Other Days."  
 Chamberlain's "Queen Elizabeth."

Other excellent "sellers" are: Stannard's "Gambotta;" Wolf's "Marquise of Ripon;" Forbes "Memories;" Colvin's "Memories;" Lowndes "What Tommy Did;" "Nightfall;" Delafield's "Humbug;" Nicolson's "Sweet Waters;" Lynd's "Pleasures of Ignorance;" Murray's "Essays and Addresses;" King's "Below the Surface;" Meynell's "Second Person Singular;" and Stephen Paget's "I Have Reason to Believe."

A notable English bookseller, whose store is in one of the most fashionable seaside places of England, bemoaned the fact the other day that, while bookselling had not gone to the dogs, he deeply regretted that people were not buying books as they used to do in the "old days." He instanced the fact by pointing out that, in the case of one particularly good client, he had noticed that at Christmas, for the previous years, his order had averaged something like fifty dollars in value, but for this last holiday season his account totaled only five dollars! And this is not an isolated instance. It does not mean that people don't want to buy books. It means, here, that they can't buy books, because the demands in the way of taxes, school fees, living, etc., are almost ruinous. These regular clients leave the bookshops with great regret, and are looking forward to the time when they may browse happily over the bookshelves and contentedly buy as their taste and spirit move them, but until that time comes, their bookless winter of sorrow must remain. This mental condition has one very real obvious danger, the *habit* may pass, and other and more sensational expenditures may get a very big look-in, as the saying goes.

Spring plans are growing apace, and there is promise of much activity. Already preliminary lists are printed, and salesmen are on the road with their bags. The prospects are hopeful. Confidence is slowly coming back, and when the public get into that condition of mind,

bookselling always benefits; not that last year was bad—it was really good, taking all the bad currents into consideration. Obviously, we are a long way yet from the normal. There are lots of good things coming, in the way of non-fiction, especially. Unfortunately, a general election is threatened, and that means propaganda with an infernally large P, plenty of literature of the free kind, and everybody will be full of speech and argument. Papers will increase, their sales, and books will suffer. Alas, that it should be so. As soon as the date is fixed—and L. G. is determined upon it—then the important books will be held over until the passionate time has passed, and it will be a terrific election this time.

## Our Anglophile Publishers

A LETTER in a fall number of the *Literary Review* comments sharply on the attitude of American publishers showing especial favoritism towards English critics as follows:

"But if we are to have a national literature, will some one kindly tell me in what way the attitude of our university and college instruction contributes to it? The whole scholastic caste in America seems hell bent on exterminating American individuality. And again, if, as is undeniable to any careful observer, the mixture of races here is surely producing a spoken language of our own and distinct from any other, will some one kindly tell me why our book publishers insist upon loading down their pages with alien spelling? Why must they spell color as if it were pronounced 'coloor,' and why do they thrust that foolish and superfluous 'u' into every word where it is not needed? This is the British orthography, not the American. I have had more than one fight with publishers over this in the case of my own books. When I have asked why they wished to disfigure their pages with a foreign language, the reply was always the same:

"'Because English critics will not give a favorable review to a book with American spelling.'

"I guess that tells the story.

"Suppose these timid souls to be right and English critics to be of this pristine state of intellectual development, what of it? Why are favorable reviews by English critics more vital to us than favorable reviews by Dutch, Swiss, or Scandinavian critics? If this really represents the slavish attitude of the American publisher, I should fancy the excellent plea you make for national individuality and expression might bump into some practical obstacles. Yet I can't imagine that Messrs. Anderson, Mencken, or Lewis or Miss Canfield are the poorer in flesh, spirit, or purse because some solemn guy in Fleet Street that knows not their aims, subjects, nor language does not like their work. If they are wise, they thank God and go on."





A GROUP OF TRAVELERS IN CHICAGO THIRTY YEARS AGO

Bottom row, left to right—W. B. (Billy) Walker, Billy Grail, Dave Risley, Burke of the National Pub. Co. Standing, left to right—Macauley of John Murphy Co., Yonker Lit, John Ferguson, Edward C. Swayne, Henry Kimball, Fred Newcombe, John May, Tom Buchan, Walter Furlong, H. M. (Bert) Caldwell, Henry Lothrop, Dave Knox, Fred Hafely.

## At the Birth of a History

IN the very widespread discussion, which has recently been taking place in our literary papers, as to the functions of a critic, there has been frequent emphasis on the constructive value of criticism, many writers insisting that literature could hardly be expected to flourish without a body of intelligent criticism to check and lead. That critics may be party to the very first creative impulses which develop into literary successes, as well as being among those present and alert when the product is complete, is the indication from the only recently told story of the beginning of the idea of "The Outline of History."

In the winter after the war, a group of men met at dinner at the Reform Club in London. Among them were Professor Henry Seidel Canby, Editor of the *Literary Review* of the *New York Evening Post*, and Professor John W. Cunliffe of Columbia. The talk naturally turned toward the Anglo-American relations and of the importance of increasing mutual understanding. Professor Canby turned to H. G. Wells and said, "Why do you not write for us, Mr. Wells, an Anglo-Saxon history, covering all of the English-speaking countries and commonwealths as one historical theme, the subject is one of very present interest and you of all people are the one that could make it vital and important?"

"I might do that," said Mr. Wells, "but one difficulty is that from these English-speaking countries I must go back into the countries from which this race sprang, back into Europe."

"Well, if that is necessary, then why not go back into Europe and start from the racial sources."

"But," said Wells, "if I go back that step, I must go still further back to the very beginning of man or to the beginning of life on this planet."

"Very well, then, carry the thread back to the very beginning, the idea becomes more and more interesting."

"If you do that," said Professor Cunliffe, breaking in, "you will have a history that every high school in the United States will use as a textbook."

"How many high school students have you?" asked Wells.

"Perhaps 100,000."

"That is a good audience to begin on," said Mr. Wells.

Three years later, when Professor Canby saw Mr. Wells in this country, the author's greeting was, "Well, Mr. Canby, you were one of those that were in at the birth of 'The Outline of History.'"

## Publishers' Advertising

IN the *Printers' Ink* of recent date, the *Chicago Tribune* carried a full page advertisement under the heading "Can Books Be Sold?" The text is interesting and runs as follows:

### CAN BOOKS BE SOLD?

The average publisher issues scores of books each year, scatters half-hearted support among them, and hopes that one or more may catch the public fancy and be bought in quantities. He does not sell his wares as other manufacturers do. He gambles on issuing something that the public will take away from him.

Each year he repeats this process, abandoning books which showed promise in order to bring out new failures.

After investigation, the Business Survey of the *Chicago Tribune* has come to the conclusion that books can be sold and that advertising can be an invaluable aid in selling them. Book publishers have run announcements in the *Tribune*, but (except in the case of subscription books) have never advertised their wares in this market. But it can be done—profitably.

We invite discussion with any publisher who wishes to substitute modern merchandising methods for the lottery element in his business.

### THE CHICAGO TRIBUNE

*The World's Greatest Newspaper*

Whether there will be many publishers who come forward to accept the invitation is another matter, but it can be prophesied that if they do not it will not be from any aversion to discussing new ideas. Publishers in their advertising are evolutionists rather than revolutionists. Never a month goes by but an advertising man fresh from successes in the talcum or cigarette fields looks over the book world and makes a quick estimate of its shortcomings. Many obtain their opportunity to try new ideas and some perhaps have found that all that they prophesied of what could be done with the public could not be quickly accomplished.

The publishers would perhaps have more confidence in one who prophesied less and approached this really difficult task of book distribution with a little more modesty. Few people outside of the book-trade realize that the advertising appropriations on books are a much larger percentage per dollar of sale than that of almost any other nationally advertised commodity. Expenditures of from ten to fifteen per-cent of the net wholesale receipts on a book are common. On many other commodities we hear of five per-cent appropriations, and three per-cent is more common. Publishers looking at their year's business may find that they have had an advertising appropriation of five, six or seven per-cent of their whole business, but an analysis of this shows that this advertising has been chiefly connected with new books, which means that these titles have carried almost double that rate. With this heavy percentage

is it possible for a metropolitan paper of high-price lineage to make revolutionary increase in the amount of returns?

The *Chicago Tribune* believes that, instead of issuing books continuously, selling campaigns should be concentrated on a few titles. But it may be that by this literature would suffer and only the books of greatest popular appeal could be advertised at all. This would be more like the condition in the movies where only the film which can attract an audience at any cross street is considered by the producers. The publishers are perhaps not ready yet to make that their rule. The *Tribune* also suggests that current advertisements with too heavy percentage of cost are merely announcements, and the argument would be that three or four hundred line space at a dollar a line would be a little more to the point. If any paper would be bold enough to try that under guaranteed results it might learn some of the things that book publishers long ago learned. Book distribution is steadily improving, and many new types of promotion are constantly being tried. Every new suggestion should get a hearing, but those who suddenly survey the field from the outside ought to take a little time to walk round and read the inscriptions on some of the gravestones of departed hopes.

One final comment suggests itself, and that is whether the *Tribune*, which is presumably trying to sell space to the publishers, is itself an efficient advertiser trying to merchandise expensive space to a small group of established firms. If one has a constructive idea to present is it the best salesmanship to pin the possibilities of selling it on truculently worded and only partly thought thru copy? When it comes to criticising advertising campaigns, we venture to mark down this page ad. of the *Chicago Tribune* as almost wasted space, not because it does not contain some truth or because the publishers are not keenly interested in new opportunities, but because it states old arguments in so unconvincing a form.

### War Fiction Booklist

A REFERENCE book of current importance to booksellers and libraries is the list entitled "European War Fiction in English and Personal Narratives" compiled by Loleta I. Dawson and Marion Davis Hunting, and published by F. W. Faxon & Company. It is a list of 320 titles of fiction with author index and supplementary list of personal narratives. The notes give information needed as to the placing of the story and narratives.



## The 1922 Toy Fair

THE 1922 Toy Fair opened most auspiciously at the Hotel Imperial and Breslin, New York, on February 6th. It is a colorful exhibition, and includes every kind of toy for children, together with books for little people.

While there are not as many firms from the book world represented as last year, still those who are present have most attractive displays, bringing to the front many new ideas for the coming season.

Hurst and Company are showing books for boys and girls for all ages attractively jacketed in snappy style. Instead of the dull black and white effects which have been so long in vogue on children's books in this line, they are now dressed in colorful and picturesque wrappers, which should make good window and counter displays. L. M. Levy is in attendance in the Hotel Imperial, Room 244.

The Nourse Company, 114 East 23rd Street, New York, is showing a very wide selection of Occupational and Something-to-do Books, together with a most artistic line of Magic Paint books. It is interesting to note that these books carry a real idea for the improvement of children's minds, and there are many items in paper-folding, painting, and cut-outs which have reflected the work and plans of kindergarteners. There is an absence of books for careless daubing, every one of them presents something which will make the child appreciate form and color. There are articles which will be of interest to the boy as well as to the girl. One of the outstanding titles on this list for older girls is "Natalie, a Garden Scout" by Lillian Elizabeth Roy. This book is one of a series which has been endorsed by the Girl Scouts of America. L. G. Nourse is in charge, at Room 244, Hotel Imperial.

The E. M. Leavens Company, Inc., of Rochester, N. Y., has a large display of toy books and cut-outs. Among the items are new titles in the Wearever Toy Books. These are the Story of Peter Pan, with verses by M. O. Munson, and The Tale of Peter Rabbit by Beatrix Potter. This series is made of very heavy, untearable paper, with brightly colored illustrations and sells for 25 cents each. There are also paper dolls, with bright and stylish wardrobes. This company is showing the Collins Clear Type Bibles and Testaments together with The Bijou Shakespeare, 6 volumes bound in leather and boxed in a leather case. They are all well bound volumes and the E. M. Leavens Company are the sole agents for this line in America. Miss H. J. Pfanstiehl is in charge in Room 250, Hotel Imperial.

The Platt and Munk Co. of 118 East 25th Street, New York, has one of the largest and

brightest collections of play books for children. These include painting, stencil, and cut-outs, the latter being particularly attractive inasmuch as they are of a highly educational type, flowers and birds in their true colors. These are made in America and have to do with American natural history so that the child may know at once thru play the names of the birds and flowers. There is also to be found here a "Bundle of Children's Stories," a set of ten little books in a box which sells for 50 cents. Arnold Munk is in charge in Room 245, Hotel Imperial.

In Room 233 Hotel Imperial, Ben Spero is in charge of the display of The Saalfeld Publishing Company of Akron, Ohio. Among the novelties shown is a Peter Rabbit Balloon Set. This is the story of Peter told on six balloons inclosed with the book. The Animal Fun Book is another novelty, made like a slate with black pages, to be written on with white crayon, which is supplied. There is also a new set by David Cory, "Little Indian Series" which is complete in three volumes, and sells for \$1.50.

The Whitman Publishing Company, of Racine, Wisconsin, is to be found in Room 317, Hotel Imperial with S. E. Lowe in charge. It is showing reprints of popular juveniles, cartoons by Briggs and stationery for little children with their favorite characters from story-books printed in color at the top of each sheet.

Charles Conrath is looking after the display of books for the littlest children which are published by Sam'l Gabriel Sons and Company. These books, mostly paper and linen, are in Room 315, Hotel Imperial.

The Satler Manufacturing Company of Baltimore, in Room 209, Hotel Imperial, is showing a full line of educational games, combined with books for small children. L. Goldie is in charge.

At the Hotel Breslin in Rooms 610-612 is the exhibit of M. A. Donohue and Company of Chicago, with William Hamersley in charge.

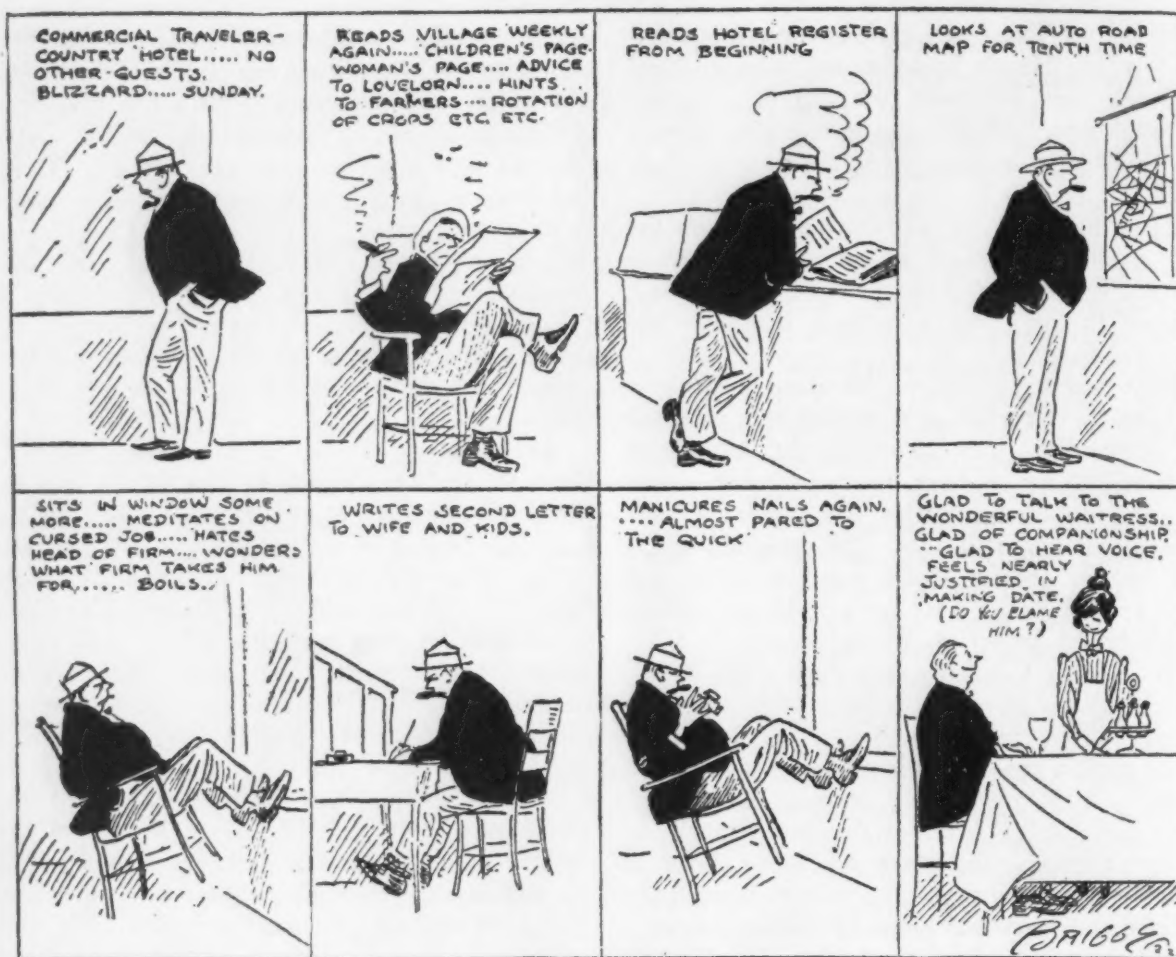
Charles E. Graham and Company, of Newark, N. J., is exhibiting at the Hotel Breslin, Rooms 710-712, with C. E. Graham in charge.

All thru the exhibition one encounters a spirit of optimism for the coming year, and that added to the fact that nearly every publisher represented is quoting prices from twenty-five to thirty-three and a third percent less than those listed since the beginning of the war, seems to point to a rosy book year for 1922. That there were no books of German manufacture shown, is another interesting point, and as a whole the books for the littlest ones are made along educational lines, especially where occupational items are concerned.

The Fair will close on March 11th.



# Tedious Pastimes—Over Sunday in Country Hotel : : : By BRIGGS



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## The Traveling Salesman

AN APPRECIATION

"WHEN I was a boy the traveling man seemed a personage no less important than a visiting prince," says the *Saturday Evening Post*. "When he came to our town with his trunks and cases, the loafers about the depot followed him to the general store to share in his distribution of cigars and listen to his large talk of distant places. I cannot remember whether his city clothes or suave superiority inspired the greater awe. He had a great fund of new stories and joined heartily in the laughter they provoked. Arguments that had been left hanging in the air against the day of his arrival were settled for all time by his decision, and his opinions concerning political matters were accepted as the words of an oracle. When he had finished his business a guard of honor accompanied him to the train and he always waited for the last coach and swung on as a young brakeman does.

"Salesmanship is no longer the happy-go-lucky matter it was. The modern salesman is an expert, a student, a psychologist. His mission is to sell goods, but he accomplishes his purpose by rendering service. He is a coun-

selor and friend. A postcard will bring him from a distant city and, once arrived, he will study a shop or store, take it apart to find the rusty cogs, readjust it to fit a modern plan, and be gone with an order for the machines or devices or goods his house has for sale. He is the handmaiden of efficiency, an apostle of pep, bringing light into dark places and spreading the gospel of progress.

"Now the salesman keeps fit. He needs a level head. He is a responsible citizen, and his place on the payroll depends upon sound judgment and an unblemished character. He is, oftentimes, the ambassador of a great institution, dignified by the reputation of a firm that counts honor its chief asset.

"Traveling men are good citizens. Few men in other occupations are so well qualified for self-government. The traveling man knows his country. He understands its needs, its virtues, its faults. He meets many men with many ideas, reads much, debates much, and from the random grist that comes to his mill makes for himself a standard of citizenship and a conception of good government that are without bias or prejudice or the narrowness that is the penalty of restricted horizons.

"A government by traveling men would be a sensible government, without waste, delay, sub-

terfuge, or petty bickerings. America loses much because so many of her best citizens are so frequently disfranchised by their occupation."

### **An Uncorrected Galley**

#### **SELLING ON COMMISSION**

Cohen was a local salesman for a New York woolen concern. The depression in business being serious, he was willing to go a little out of the way for an order. One day, in a spirit that reflected recklessness as well as hope, he invited a prospective buyer out to dine.

The guest picked up the menu, studied it, and ordered from soup to nuts. The waiter turned to Cohen.

"What will you have, sir?"

Cohen despairingly replied: "Gimme tea and toast."

From across the table came the mildly surprised query of his friend: "What's the matter, Cohen, on a diet?"

"No. On commission."

#### **WHAT'S THE DIFFERENCE**

The man had just informed the Pullman agent that he wanted a Pullman berth.

"Upper or lower?" asked the agent.

"What's the difference?" asked the man.

"A difference of fifty cents in this case," replied the agent. "The lower is higher than the upper. The higher price is for the lower. If you want it lower you'll have to go higher. We sell the upper lower than the lower. In other words, the higher the lower. Most people don't like the upper altho it is lower on account of being higher. When you occupy an upper you have to get up to go to bed and get down when you get up. You can have the lower if you pay higher. The upper is lower than the lower because it is higher. If you are willing to go higher, it will be lower."

But the poor man had fainted.—*Epworth Herald*.

#### **DEFINITIONS**

"Traveler: A man who goes round the country on behalf of a publisher to collect the kicks which a bookseller would like to administer in person to the publisher."—*Book-Post*.

Good salesmen, like good cooks, create an appetite when the buyer doesn't seem hungry.

Don't tell everything you know or you won't be able to come back for the encore.—*Hewitt's Paper, Boards and Glue Magazine*.

### **Publishers' Output in 1921**

Continued from the "Annual Summary Number."

OWING to an error in the make-up of our Annual Summary Number, January 28th, one-third of the list of publishers failed to appear on page 193, which gave the total number of books that each house had issued in 1921. The following should be considered as a supplement. The publisher's totals include every title which is sent to the office, can be traced thru announcement lists or is printed on the Library of Congress cards:

#### **1921 ENTRIES**

American Baptist Publication Society.....	22
American Scandinavian Foundation.....	4
American Technical Society.....	11
Beacon Press, also American Unitarian Association .....	3
Biddle Business Publications.....	6
Bradley (Milton) Co.....	10
Brown (Nicholas L.).....	7
Callaghan & Co.....	12
Crowell (Thomas Y.) Co.....	33
Davis (F. A.) Co.....	5
Devin-Adair Co. ....	2
Ditson (Oliver) Co.....	5
Donohue (M. A.) & Co.....	2
Dorrance Co. ....	5
Drake (Frederick J.) & Co.....	14
Goodspeed's Book Shop .....	5
Gregg Publishing Co. ....	12
Hammond (C. S.) & Co. ....	14
Hinds, Hayden & Eldredge, Inc.....	3
Hurst & Co. ....	3
International Textbook Co. ....	5
Kerr (Charles H.) & Co. ....	7
LaSalle Extension University.....	6
Lea & Febiger .....	10
Merrill (Charles E.) Co. ....	2
Mosby (C. V.) Co. ....	14
Noble (Lloyd Adams) .....	5
Nourse Co. ....	18
Presbyterian Board of Publication.....	5
Ronald Press .....	26
Russell Sage Foundation .....	4
Sanborn (Benjamin H.) Co. ....	3
Seltzer (Thomas), Inc. ....	25
Stanton & Van Vliet Co. ....	3
Stratford Co. ....	31
Sunday School Times Co. ....	4
Sunwise Turn, Inc. ....	2
Warne (Frederick) & Co. ....	15
Wiley (John) & Sons.....	56
Wood (William) & Co. ....	5



## Quebec Interested in Authorship

TO devote a session to the consideration of how best to encourage the development of a native literature was the somewhat unique experience of the members of the Quebec Legislature last week and the question arises, whether it can be paralleled in the legislative halls of any other province or state on the continent.

The government thru the Provincial Secretary, Hon. Athanase David, introduced and passed a bill providing for the establishment for at least three years of annual literary and scientific competition. To furnish prizes, a sum of \$5,000 is to be appropriated annually out of the consolidated revenue fund of the province. Prizes will be available for both English and French literary works dealing with scientific or other subjects, the first prize to be \$2,500; the second, \$1,500, and the third, \$500; the remaining \$500 to the grant to be used for traveling and other expenses of the judges. The latter are to be nine in number, including the professors of literature in the universities of Laval, Montreal and McGill and a representative of the Royal Society of Canada, French section.

The preamble of the bill points out that it is desirable to facilitate the publication of the works of authors in the province and to draw public attention to the literary and scientific talents which remain unknown owing to unfavorable circumstances. The belief is expressed that the founding of competitions would further the efforts of authors, would aid men of talent in making themselves known and would stimulate by emulation the taste for literary and scientific work and the desire to promote them in Quebec.

At least half a dozen members of the Legislature took part in the debate on the measure, contributing speeches, which were not only appreciative of the idea but were in themselves evidences of the existence of literary culture and a knowledge of literature among the legislators. Hon. Mr. David, the father of the bill, reviewed the birth and growth of literary effort in Quebec and declared that such a measure as he proposed was a recognition of the fact that on the banks of the St. Lawrence a new civilization had been born, which was continuing the traditions and the work of those which had produced such men as Corneille and Racine on the one hand and of Shakespeare and Byron on the other. He believed the race was destined to be in the country for all time and wished to build for the future. With this end in view, the encouragement of literary effort was necessary.

Other speakers emphasized the need of cultivating the intellectual life of the people, when so much effort was being directed to the development of the materialistic side.

## Canadian Sales Tax Changes

IT is probable that some changes of interest to the book-trade will be proposed at the next session of Parliament in connection with the sales tax. At present a manufacturer selling to a wholesaler charges a sales tax of  $1\frac{1}{2}$  per cent.; a wholesaler selling to a retailer or consumer  $1\frac{1}{2}$  per cent.; a manufacturer selling to a retailer or consumer, 3 per cent. On importations, a manufacturer or wholesaler pays  $2\frac{1}{2}$  per cent.; a retailer or consumer, 4 per cent.

One change proposed is that sales by manufacturers to wholesalers for resale and sales by wholesalers to other wholesalers for resale shall be exempt and in place thereof that the tax on sales by wholesalers to retailers or consumers be raised to 3 per cent. It is believed that this change would simplify the collection of the tax and would also remove certain other difficulties which have arisen.

Another change suggested has to do with the tax on importations. When a retailer or consumer imports, the tax is 4 per cent.. When a manufacturer or wholesaler imports, the tax is  $2\frac{1}{2}$  per cent., but the latter, when re-selling to the retailer, must charge 3 per cent., thus making a total of  $5\frac{1}{2}$  per cent. It will probably be proposed that the two rates shall be more nearly equalized.

## Canadian Bookman Re-organize

THE *Canadian Bookman*, which has been in a sense the organ of the Canadian Authors' Association, has been taken over by a new company known as the Bookcraft Publishing Co. Professor Bernard K. Sandwell of McGill University, who has been editor since the magazine was established, is president of the new company and continues as editor. Findlay I. Weaver, editor and proprietor of the *Canadian Book-Trade Journal*, becomes vice-president and managing director. The *Book-Trade Journal* will be merged with the *Bookman* as a trade section; circulating exclusively among publishers and booksellers. Harold W. Thompson is secretary-treasurer. The *Canadian Bookman*, which was originally a quarterly, will now be issued monthly.

THE GEORGE H. DORAN Co. is now representative of the United Council for Missionary Education of Great Britain, and for the Publication Department of The London Missionary Society. This is the society which sent David Livingstone to Africa. As publisher of the Students Christian Movement, Doran will publish immediately, "The Pilgrim," by Professor T. R. Glover, and these three additional titles, "Psychology and the Christian Life," by Pym; "The Universality of Christ," by Temple; "The Divine Initiative," by Mackintosh



## Communication

## MORE OF THE SAME

"2079 Sutter Street, San Francisco,

January 27, 1922.

Editor, PUBLISHERS' WEEKLY:

Great stuff, that "Culled from an Auction Cat," by Blumenthal on Jan. 21. I suspect that half the dealers in the old U. S. A. are busy with "addenda." I'll bet that very few of the good things you have published will get so much circulation and so many emendations as this list. No. 17 is a stroke of genius—as a radical, not tired yet, I'll say so.

But, lest we forget, how about a few more?

Dante's Inferno (but this is too easy—everybody will be in on this. Clever of Blumenthal to leave this one OUT. It's like the first easy pictures in the guessing contests.)

Boxiana, set, two. Shows rough usage.

Bowen, M. Leopard and Lily. Spotted all over.

Reed, Bacon vs. Shakespeare. A fat duodecimo. Pub. in Greece.

Hull, The Sheik. Dusty.

Asquith, Margot. Diary. Con-fabricoid binding.

Clay, Bertha M. Ideal Love. Scarce, if not rare.

Sindell, M. Satisfied at Last. No record of this in previous sales.

Yours, with apologies as usual,

WM. McDEVITT,

Peoples Library, San Francisco.

## BUY A BOOK A WEEK

1140 Broadway, N. Y.

Editor, PUBLISHERS' WEEKLY:

Apropos the discussion about "Buy a Book A Week" Campaign:

Going home on the train last night I ran into a neighbor of mine who is connected with the Equitable Life Insurance Company. During our conversation he said he had seen so many advertisements about "Buy a Book a Week" that he had decided this year to do it and since the first of 1922 he has bought one book each week (and one week he bought two). He said he hadn't time to read them yet but the "family is having a good time."

I thought this would interest you so you would know that the hammering about the commercial value of this slogan is not detrimental to the plan. I believe in spite of the argument about commercializing that this is the proper slogan. Yours very truly,

GROSSET & DUNLAP,

P. L. Reed, Manager.

## The Literary Year Book

THE new edition of the English "Literary Year Book" is ready and due from the Custom House. The English publishers have announced marked improvements over their effort of last year, and the book includes a great deal of valuable information for the use of publishers, librarians, literary workers and booksellers. Among other features is a list of all literary, dramatic and moving picture agents in England and the United States, a list of literary and news service agencies, a list of literary prizes, a classified list of British and Colonial periodicals and American periodicals, procedures for copyright, English and American, lists of British libraries, learned societies, dramatic and literary societies, a list of five hundred English booksellers, an exhaustive list of pseudonyms. The American market is handled thru the PUBLISHERS' WEEKLY, and it is expected that orders can be filled by the 10th of February.

## Ladies' Night

THE New York Booksellers' League will have a dinner and dance at the Brevoort Hotel on Wednesday February 15. This will be Ladies Night.

## Personal

HENRY W. LANGMANN is now connected with the Cornhill Pub. Co. of Boston at its New York office, 7 West 49th St.

SHAW NEWTON is the new advertising manager of the *Bookseller and Stationer*.

## Personal

T. H. SOFIELD, a director of G. P. Putnam's Sons, Ltd., London, and in charge of the antiquarian department, is visiting America for a sojourn of a few weeks.

WILLIAM THOMSON, head of Thomas Nelson & Sons' American branch, sailed for England on Tuesday, February 7th.

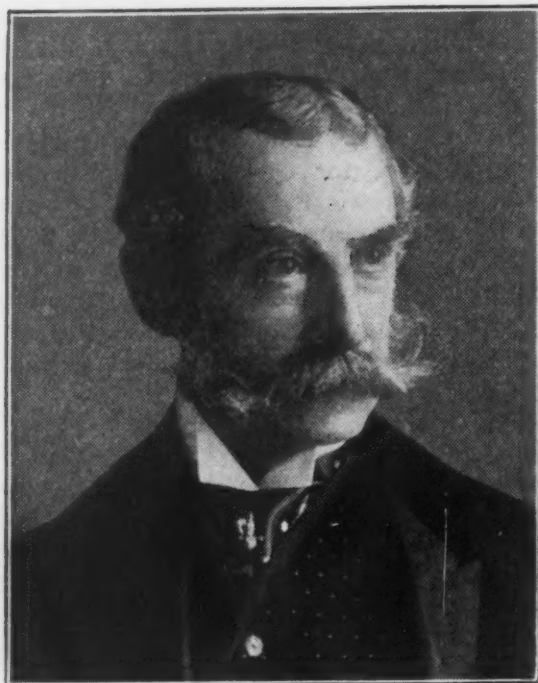
## Business Notes

BOSTON, MASS.—Goodspeed's Bookshop of 5A Park Street has now opened a second store while keeping the first at the old location. The new branch is at 9a Ashburton Place near the State House and only two blocks away from the present location. The branch will be devoted especially to prints, a business that Goodspeed's has been very largely developing in the past few years, but the activities have now outgrown the space that could be allotted to them at Park Street.

## Obituary Notes

### LEMUEL W. BANGS

MANY readers of the PUBLISHERS' WEEKLY read with deep regret the obituary of the late Lemuel W. Bangs in the January 7 issue. London representative of Charles Scribner's Sons for 38 years, he was better known to older members of the trade than to the younger men,



LEMUEL W. BANGS

(Photograph taken several years ago)

but he was everywhere held in the most affectionate regard. In the London *Publishers' Circular* there appeared the following letter from Gerald Duckworth.

DEAR MR. MARSTON,—I am sure all publishers and booksellers will hear with very deep regret that Mr. Lemuel W. Bangs died on Thursday, December 15th, in his 82nd year. He was born on April 25th, 1839. Associated with Messrs. Charles Scribner's Sons, New York, for over 50 years, he came to London and represented the firm for 38 years. He was in active charge except for the last three or four years when Mr. Kingsley came over. I venture to send this note as, besides knowing Mr. Bangs intimately in business when our relations were always of the most cordial, I used to see him continually at the Garrick Club. He was elected a member in 1886, and his great friend and chief, Mr. Charles Scribner, was elected in 1903. He dined at the club most nights, sitting invariably at the same table and we always knew the time at luncheon as, regularly as clockwork, he appeared at 2 o'clock. He was much loved by the members, and everybody called him "The Senator." He wore a peculiar frock-coat made to his own design by Poole, the celebrated tailor

of Savile Row, and he had never had the cut altered since he first arrived in London. He had a pretty taste in ties and wore always some choice flower in his buttonhole. "The Senator" had many good stories to tell his friends, and used to present them with cigarettes the size of a cigar. I feel sure that all those who met him both in business and in private will feel a great personality has left us. May we all, as I know he would wish us, raise our glasses to his memory.—Yours sincerely,

GERALD DUCKWORTH.

### ARTHUR HOWARD ABENDROTH

ARTHUR HOWARD ABENDROTH, president of the Fitzgerald Publishing Corporation, successors to Dick & Fitzgerald, New York, died on January 30th of heart failure. Mr. Abendroth was for many years manager of the old company at 18 Ann street and after the death of Harris B. Dick he organized the present corporation in which he was active until a few weeks before his death. He was member of the Union League and Players' Club and a Veteran of the 7th Regiment.

### JOHN BUTLER YEATS

JOHN BUTLER YEATS, painter and essayist, father of William Butler Yeats, the Irish poet and Jack B. Yeats, also an artist, died February 4, in New York City. Mr. Yeats was born in 1839 at Tullylish, Ireland. He was graduated with honors from Trinity College, Dublin, and a year after being admitted to the bar gave up the law for art. He knew most of the prominent Irishmen of the last forty years. Since 1910 Mr. Yeats had made his home in this country. He was a frequent contributor to magazines of articles on literary and art subjects.

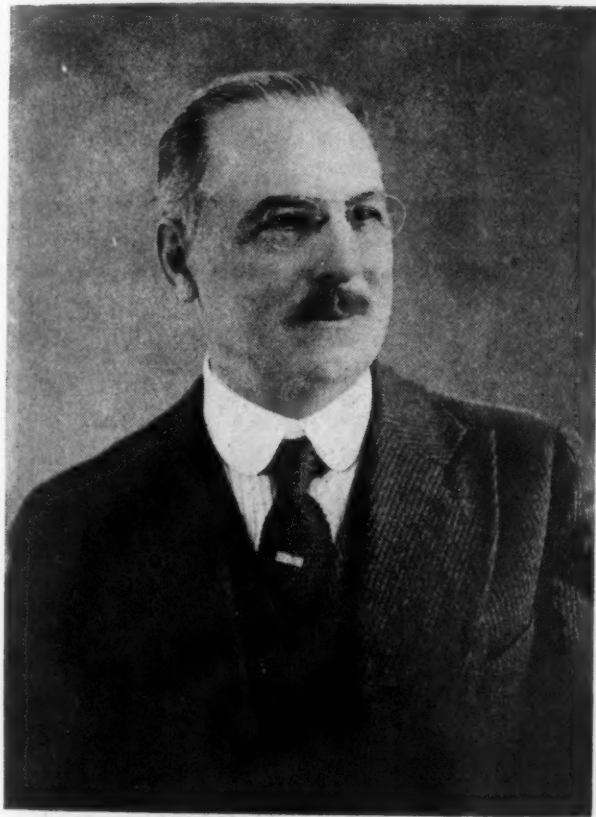
### JAMES B. PINKER

JAMES B. PINKER, literary and dramatic agent, of Talbot House, London, died February 8 at the Hotel Biltmore of pneumonia developing from influenza. He arrived in the city February 3 on the Aquitania. Mr. Pinker was 58 years old. Among the authors whom he had represented in this country was Henry James, Joseph Conrad, John Galsworthy, Frank Swinnerton and Compton Mackenzie. The intimacy and helpfulness of his relations with men like Joseph Conrad were such that not a few great writers owe much of their public success to him. With him at the time of his death was his 17-year-old daughter, Eononie, who crossed the ocean with him. Also surviving are his wife and two sons, Eric and Ralph Pinker, the former associated with his father in business.



## Spring Lines of the Publishers and Some of the Men Who Will Show Them

INFORMATION FOR THE TRADE AS TO THE TERRITORY COVERED BY THE TRAVELERS OF WHOM IT HAS BEEN POSSIBLE TO COLLECT DATA, WITH SHORT SKETCHES OF SOME OF THEM AND A BRIEF DESCRIPTION OF THE NEW PUBLICATIONS CARRIED.



FRED M. HARRIS

*Representing The Abingdon Press*

MR. HARRIS is a native of Canada but has lived on this side of the border for many years. For the last fifteen years he has been in the employ of The Abingdon Press, and has traveled extensively as its representative in the east, south-west and south. During the summer period he is in charge of the Boardwalk Bookshop of The Abingdon Press at Ocean Grove.

### The Abingdon Press

#### Travelers:

Richard G. Farrell (New York and vicinity.)  
 Fred M. Harris (Atlantic Coast, except New York.)  
 Harold J. Northcote (Chicago, Central West, Southwest and Northwest.)  
 Harry F. Keiser (Michigan, Ohio and Indiana.)  
 W. E. Hutchinson (California, Nevada, Arizona, Utah and New Mexico.)  
 John J. Ritt (Kentucky, Tennessee, Alabama, Louisiana and Mississippi.)  
 J. J. Bauer (Oregon, Washington and Idaho.)

Among the Abingdon Press announcements for spring publication are "The Story of the American Hymn," a study in American hymn-

ology by Edward S. Ninde, "American Citizens and Their Government" by Kenneth Colegrove, a textbook in Americanization; "Beyond Shanghai" by Harold Speakman, a book of travel in China; "With Earth and Sky" an intimate interpretation of nature, by Bishop William A. Quayle; "The Open Fire" essay, by William V. Kelley; "A Winter of Content" by Laura Lee Davidson, the story of a delightful winter spent alone on an island in the Canadian wilds; "The Christian in Social Relationship" by Dorr Frank Diefendorf; "Religion as Experience" by John Wright Buckham; "Flames of Faith" by William L. Stidger; "Fundamentals of Faith in the Light of Modern Thought" by Horace Blake Williams; and "A Handful of Stars" by F. W. Boreham, the well-known Australian preacher and essayist. Leaders in religious books are "The New Testament Epistles" by D. A. Hayes; "A Book of Old Testament Lessons, a Lectionary" by Robert W. Rogers; "The Untried Civilization" by J. W. Frazer; "United States Citizenship" by George P. Mains; "The Meaning of Education" by James H. Snowden; "The English Bible" by James S. Stevens; "The Home of the Echoes" by F. W. Boreham; "John Ruskin, Preacher" by Lewis H. Chrisman; "The Opinions of John Clearfield" by Lynn Harold Hough; "Cross-Lots and Other Essays" by George C. Peck; "The Uncommon commonplace" by Bishop William A. Quayle; "Social Rebuilders" by Charles R. Brown; and "The Contemporary Christ" by Joseph M. M. Gray.

### Henry Altemus Co.

#### Travelers:

G. H. Gross (New England.)

### American Baptist Publication Society

#### Traveler:

Parker C. Palmer.

### D. Appleton & Co.

#### Travelers:

Emil Heikel (large cities of the Middle West and the Pacific Coast).  
 Leon Walker (all of the South, part of Middle West).  
 Geo. H. Quackenbush (New England, New York State, Pennsylvania and part of Middle West).

B. F. Curran (Boston, Philadelphia, New York City).

F. A. Clinch, sales manager (Canada).

Eleanor Gates, author of "The Poor Little Rich Girl," has written what might be called a companion piece. George Gibbs has written a novel about the flapper. J. C. Snaith tells the story of an "old master." Edith Wharton's new novel is of modern love and youth and wealth and fashion. Stephen Graham has made a study of the capitals of Europe and conditions there. Margaret Münsterberg has made a study of the life and work of her distinguished father.

#### FICTION

The Three Musketeers, Alexandre Dumas.  
The Rich Little Poor Boy, Eleanor Gates.  
The House of Mohun, George Gibbs.  
Mother, Maxim Gorky.  
Jane Journeys On, Ruth Comfort Mitchell.  
The Van Roon, J. C. Snaith.  
Glimpses of the Moon, Edith Wharton.

#### NON-FICTION

Europe—Whither Bound? Stephen Graham.  
Travel in the Last Two Centuries of Three Generations, S. R. Roget.  
In the Clutch of Circumstance. The "Mark Twain Burglar's" Story of His Own Life.  
Hugo Münsterberg: His Life and His Work, Margaret Münsterberg.  
Senescence: The Last Half of Life, G. Stanley Hall.  
Caruso's Method of Singing, P. Mario Marafioti, M. D.  
Light Violin Pieces the Whole World Plays, Albert E. Wier.  
The Stock Market, Solomon S. Huebner.

#### JUVENILES

Over Two Seas, Ralph Henry Barbour.  
Scott Burton and the Timber Thieves, Edward G. Cheney.  
Renfrew of the Royal Mounted, Laurie Yorke Erskine.  
Spotted Deer, Elmer Russell Gregor.  
Ned Beals, Freshman, Earl Reed Silvers.  
The Deep Sea Hunters, A. Hyatt Verrill.

#### Atlantic Monthly Press

##### Travelers:

Elbert B. Duncan (New England territory, New York City, Washington, Philadelphia, and Baltimore).  
Hugh S. Elliott (Western Coast).  
John J. Mullen (South).  
Robert A. Coan (School book department).

The Atlantic Monthly press is featuring a collection of letters written by Boswell to Rousseau, Goldsmith and other celebrities; under the title "Young Boswell," edited by Chauncey Brewster Tinker; "Finding Youth," the account of a man who at sixty picks up life from a new angle, by Nelson Andrews; "Consolation," a message of comfort to the bereaved, by Mrs. Albion Fellows Bacon; "A Glance at Shakespeare," short papers on individual plays, by John Jay Chapman; and "The Iron Man," in which Arthur Pound shows the effect of the automatic machine upon human beings.

#### The Automobile Blue Books, Inc.

The sale of Automobile Blue Books is now carried on thru Grosset & Dunlap. S. S. Glass remains in charge of the Sales Department. The direct sale of Blue Books to the

Automobile trade by the publishers will be continued. Four 1922 volumes are announced: "New York and New England," "Middle Atlantic and Southeastern," "Middle Western," and "Western and Transcontinental," Automobile Blue Books.

#### The Baker & Taylor Co.

##### Travelers:

B. G. Byron.  
William S. McKeachie.  
Richard Mendel.  
Harry Hass.  
John McCay.  
Lester Egan.  
Cortlandt Fitzsimmons.



E. E. HACKNEY

#### The Savannah Book Shop

THE Savannah Book Shop was started by E. E. Hackney, February 27, 1920, and has grown from one room to two. Mr. Hackney is a Rotarian, an Elk, and a member of all the Masonic bodies, including the 32 Degree and the Shrine. He has been connected with large business interests for the past twenty-five years.

#### Barse & Hopkins

##### Travelers:

William J. Barse (New York City, Philadelphia.)



John H. Hopkins (New York Central towns in New York State; Toronto and Montreal; New York City and all principal cities west to Kansas City and north to Minneapolis.

Charles B. Nourse (Ohio, Western Canada, East of and including Winnipeg; North Dakota, Montana, and all territory West from Denver.

William Haldane (The entire South; Pennsylvania and New York State with the exception of New York Central and Hudson River towns.)

Watson M. French (Eastern Canada, West to and not including Winnipeg; Michigan, Wisconsin; Montana; South Dakota; Iowa; Oklahoma; Missouri; Nebraska; Kansas.)

Irving G. Hopkins (New York City and Brooklyn; Hudson River towns in New York State; New Jersey; and the entire New England States.)

Joseph Goldman.

Horace H. Barse.

Barse & Hopkins announce a number of new series in their gift book lines, including the *Nassau*, *Traymore*, *Georgiana*, *Caledonia*, *Elton*, *Success*, *Avalon*, *Willard* and *Ambassador Series* and special single offerings include "Our Wedding and Anniversaries," "The Open Door," a guest book; and "The Rubáiyát of Omar Khayyám," Booklovers' Edition. The juvenile lines are especially strong this year. They include a series of biographical stories entitled "Famous Americans for Young Readers," which is launched with ten titles, including separate volumes on George Washington, Thomas Jefferson, Benjamin Franklin and other leaders down to Thomas A. Edison. New titles are announced for nearly all of the other juvenile series, including: *The Corner House Girls*, *Polly Pendleton*, *The Yank Brown*, *Bobby Blake*, *The Kneetime Animal*, *Mary Jane*, *Dorothy Whitehill*, and *Sunny Boy Series*.

#### Biddle Business Publications, Inc.

##### Travelers:

James G. Staley.  
James L. Crowder.

#### P. Blakiston's Son & Co.

P. Blakiston's Son & Co. are issuing a new edition of Gould's "Pocket Medical Dictionary," containing 44,000 words.

#### The Bobbs-Merrill Co.

##### Travelers:

H. S. Baker (New York, Philadelphia, Boston.)

T. F. Mahony (Chicago, Middle West, New England.

The Bobbs-Merrill spring leaders include: "Vandemark's Folly," a novel of the middle-western pioneers, by Herbert Quick; Nevil Henshaw's "The Inheritance of Jean Trouvé," a story of a young man's life struggle; a new novel by Samuel Merwin, "Goldie Green," the tale of an exhilarating heroine; in non-fiction, "Why Europe Leaves Home" by Kenneth L. Roberts; and a new business book, "Modern Methods in Selling" by L. J. Hoenig.

##### FICTION

Vandemark's Folly, Herbert Quick.  
Goldie Green, Samuel Merwin.  
The Inheritance of Jean Trouvé, Nevil Henshaw.  
A Virginia Scout, Hugh Pendexter.  
Hurricane Williams, Gordon Young.  
Rimrock Trail, J. Allan Dunn.  
The Prairie Child, Arthur Stringer.  
Slag, Donald McGibeny.

##### NON-FICTION

The Rising Temper of the East, Frazier Hunt.  
Why Europe Leaves Home, Kenneth L. Roberts.  
Modern Methods in Selling, L. J. Hoenig.

#### Boni & Liveright, Inc.

##### Travelers:

J. L. Crowder (Middle West.)  
Desmond FitzGerald (Coast.)  
Julian Messner (East.)  
Frank Coombs (The South.)  
Richard L. Simon (New York City.)

Boni & Liveright's list is headed this spring by John Paris' "Kimono," a story of the marriage of an English officer and a Japanese girl. Among other novels are, "Revelation," a tale of Jerusalem, by Dulcie Deamer; and Waldo Frank's "Rahab," the story of a romantic love affair showing the interplay in our society of Jew and Gentile. They will also feature Clare Sheridan's chatty memoirs, and "My American Diary," an autobiography of Ludwig Lewisohn, "Up Stream," "The Enormous Room," a human document of the war by E. E. Cummings.

##### FICTION

Kimono. John Paris.  
Revelation. Dulcie Deamer.  
Vocations. Gerald O'Donovan.  
Rahab. Waldo Frank.  
Sareel. Edith Dart.  
Fresh Every Hour. John Peter Toohey.

##### NON-FICTION

Up Stream, An American Chronicle. Ludwig Lewisohn.  
My American Diary. Clare Sheridan.  
The Enormous Room. E. E. Cummings.  
Terribly Intimate Portraits. Noel Coward.  
The Natural Philosophy of Love. Remy de Gourmont.  
The Satyricon of Petronius Arbiter.  
Introducing Irony. Maxwell Bodenheim.  
Thru the Russian Revolution. Albert Rhys Williams.

**Milton Bradley Co.***Travelers:*

Fred Spalding and C. S. Page (New England States.)  
 Fred Imhoff (New York City and vicinity.)  
 E. L. Cummings (New York State.)  
 George Brady (Western Pennsylvania.)  
 Charles Melvin (Eastern Pennsylvania, New Jersey, Delaware, Maryland.)  
 Frank Austin (Ohio.)  
 William Connor (Virginia, West Virginia, District of Columbia, Ohio.)  
 H. J. McNeil (Wisconsin, Minnesota.)  
 George Capeller (Indiana, Illinois, Iowa.)  
 Kenneth A. Orescott (Nebraska, Montana, South Dakota.)  
 Harry E. Nott (Michigan, Indiana, Kentucky.)  
 Albert Floyd (Southeast Atlantic States.)  
 L. Van Nostrand (San Francisco, Pacific Coast.)

The spring titles of Milton Bradley Co. will be announced later.



JOHN A. BELL

*Representing The Century Company*

JOHN A. BELL now covers the east and middle west for The Century Co., succeeding John L. Winters, who has resigned to enter the contracting business. Mr. Bell was in the retail store of A. C. McClurg & Co. for a few years, with Rand McNally & Co., as Chicago city salesman two years, and with John Lane Co. as Western traveler for six years.

**Brentano's***Travelers:*

John T. Witsil (New York City, Boston, Philadelphia, Baltimore and Washington.)  
 James L. Crowder (Middle West and West.)  
 Frank A. Coombs (New England, Pacific Coast and South.)

Brentano's tentative spring list of general books is headed by "The Pivot of Civilization," a new statement on birth control by Margaret Sanger, followed by a new volume in the series of "Harvard Plays," and several finely illustrated works on art, Spanish, Italian and Mexican.

## FICTION

A Queen of the Paddock, Charles E. Pearce.  
 The Doom Trail, Arthur D. Howden-Smith.  
 The Personal Touch, Emma B. Brunner.  
 The Ashes of Achievement, Frank A. Russell.

## NON-FICTION

The Pivot of Civilization, Margaret Sanger.  
 Harvard Plays. Vol. V.  
 Architecture and Industrial Arts in Old Spain, August L. Mayer.  
 Interiors and Furniture of the Italian Renaissance, Frieda Schottmuller.  
 Picturesque Spain.  
 Mexican Art, Walter Lehman.  
 New Auction Bridge, (rev.) Helen Derby Elwell.  
 The New Baby's Biography, A. O. Kaplan.

**Nicholas L. Brown***Travelers:*

Nicholas L. Brown (New York.)  
 F. J. Sloane (East.)  
 F. A. Coombs (West and South.)  
 W. C. Bell (Canada.)

Early in the spring Nicholas L. Brown will publish "Abroad With Mark Twain and Eugene Field: Tales They Told to a Fellow-Correspondent." by Henry W. Fisher; "Sixtine," a novel of cerebral life by Remy de Gourmont; "The Faith of the Fathers," a play in three acts, dealing with Christian Science and the Jew, by Henry Berman; "Yama (The Pit)" a novel in three parts by Alexander Kuprin, in a limited edition for subscribers only; "A Book on Stained Glass" by Alfred Werck, prominent stained glass artist, with numerous illustrations; and "Life in Paris Under Louis XV" by the contemporary Paris bookseller and publisher—Prosper Simeon Hardy (Vol. 3, *Historical Miniatures*.)

**A. L. Burt Co.***Travelers:*

E. F. Burt (New York City, Brooklyn and Newark.)  
 Theodore A. Jasper (Chicago, Pittsburgh and large cities of the Middle West.)  
 Charles B. Steele (Southern and Pacific Coast.)  
 John C. Vose (New England, Philadelphia, Baltimore and Washington.)  
 Clarence E. Jordan (Western and Northwestern, except Pacific Coast.)



James L. Roberts (Pennsylvania and New Jersey.)

R. U. Carruthers (Southwestern.)

John R. Hatfield (Ohio, Indiana, Illinois and West Virginia.)

F. T. J. Nunan (Territory covered by New York Central and Lake Shore Railroads.)

John T. Ellingwood (New York City and near-by territory.)

George J. McLeod, Ltd., (Canadian Agents.)

The A. L. Burt list of reprints to be issued this spring includes many titles which have met the test of popularity as the brief selection given below will indicate:

A Poor Wise Man, Mary Roberts Rinehart.

The Slayer of Souls, Robert W. Chambers.

In the Onyx Lobby, Carolyn Wells.

Hills of Han, Samuel Merwin.

The Voice of the Pack, Edson Marshall.

Mary Wollaston, Henry Kitchell Webster.

The Cottage of Delight, Will N. Harben.

Affinities, Mary Roberts Rinehart.

The Second Latchkey, C. N. and A. M. Williamson.

#### Century Co.

##### Travelers:

George L. Wheelock.

John A. Bell (East, Middle West.)

Frederick W. Owen (special representative on the Coast and West of Denver.)

The Century Co.'s spring leaders in fiction are "Birthright," a novel treating the Negro seriously, by T. S. Stripling; a love and mystery story by Elizabeth Jordan called "The Blue Circle," and "The Road to the World," the study of a mind adapting itself to life as it is, by Webb Waldron. Among miscellaneous books are "Life and Letters of Sir Wilfrid Laurier," an authorized biography of the great Canadian Liberal, by C. D. Skelton; "Plots and Personalities," describing a new method of testing and training creative faculties, by Edwin S. Slosson and June E. Downey; and a new book from Maurice Maeterlinck, tracing beliefs concerning survival after death. Among other titles are the following:

##### FICTION

The Bridge. M. L. C. Pickthall.

Caravans by Night. Harry Harvey.

Shoe-Bar Stratton. Joseph B. Ames.

The Truth About Vignolles. Albert Kinross.

David, the Son of Jesse. Marjorie Strachey.

##### NON-FICTION

The Psychic Life of Insects. E. L. Bouvier.

At the Moment of Death. Camille Flammarion.

The Laurentians. T. M. Longstreth.

More Jataka Tales. Ellen G. Babbitt.

The Outlook for the Philippines. Charles E. Russell.

My Seven Years in the Philippines. Francis Burton

Harrison.

The Truth About Railroads. Edward Hungerford.

Food Products From Afar. E. H. S. and H. S. Bailey.

The Isle of Vanishing Men. W. F. Alder.

#### Edward J. Clode

##### Travelers:

G. H. Johnson (Principal cities).

Wallace Wachob (Coast and South).

Edward J. Clode's spring leaders are: a new novel by Louis Tracy, "The House of Peril" and "The Scarlet Cross" by Harvey Wickham.



A. KROCH

*The Michigan Avenue Bookseller*

A. KROCH first evidenced real interest in books at the age of four. Disgusted at the slow growth of his library, he divided books into chapters and bound the chapters separately and labeled them. At the age of twenty, to avoid going into his father's banking business, he sold his library and with the money bought a ticket to America. For four years he worked in a book shop before he opened his own store at 59 Monroe Street, and after nine years there he moved to Michigan Avenue, one of the first pioneers on the famous boulevard.

#### Cosmopolitan Book Corporation

##### Travelers:

Leon B. Archer.

J. J. Bell.

H. C. Kinsey.

James V. Malloy.

Harry V. Patterson.

Copp Clark Company, Ltd., Toronto (Sole Canadian agents.)

The Cosmopolitan Book Corporation will publish this spring "The Vanishing Point," a rapidly moving story of international adventure with an American hero, by Coningsby Dawson, illustrated by James Montgomery Flagg; a reprint of Mr. Dawson's popular story, "The Garden Without Walls," "The Wild Heart," short animal stories and autobiographical material, by Emma Lindsay Squier, elaborately il-

illustrated by Paul Bransom; and a popular book on health, "Over Weight? Guard Your Health" by Dr. Royal S. Copeland, Health Commissioner of New York City.

#### Thomas Y. Crowell Co.

##### Travelers:

George R. Hobby (New York City, Philadelphia, Chicago, Buffalo, Detroit, Rochester, and Pacific Coast.)

Frank C. Dixon (New England, New York State, Toronto, Montreal, Baltimore, Washington, St. Louis and the South.)

Ernest J. Bruce (Pennsylvania, New Jersey, Middle States, St. Paul and Minneapolis.)

The Crowell Co. will publish in March a diversified list of books on health, self helps in right thinking, and economics. Leading titles are "Practical Self Help," by Christian D. Larson; "Round Pegs in Square Holes," the psychology of Success, by Orison Swett Marden; "Handbook of Municipal Government" by Charles M. Fassett; and "The Art of Thinking," a non-technical treatment, by T. Sharper Knowlson. The list includes:

##### FICTION

Famous Mystery Stories. J. Walker McSpadden, ed.  
Principles of the New Economics. Lionel D. Edie.

##### NON-FICTION

A Dictionary of Classified Quotations. Benham.  
Spiritual Health and Healing. Horatio W. Dresser.  
The Habit of Health. Oliver Huckel.  
The Open Road to Mind Training. Wingfield-Stratford.

#### The Cupples & Leon Co.

##### Travelers:

John Coyle (Coast states.)

M. F. Gallon (Large cities, South and New England.)

C. W. Wallace (Middle West and New York State.)

George Ross (Middle West, South, part of Pennsylvania and Ohio.)

The Cupples & Leon Co. announces the following additions to its line of juveniles for April publication: "Baseball Joe, Home Run King" by Lester Chadwick and two books for girls, "Jane Allen: Senior" by Edith Bancroft and "Ruth Fielding on the St. Lawrence" by Alice B. Emerson.

#### Dodd, Mead & Co.

##### Travelers:

Howard C. Lewis (New York, Boston, Philadelphia and Chicago).

J. Russell Lewis (Middle West and Pacific Coast).

Raymond T. Bond (New England, New York Central and South).

Octavius Roy Cohen has a new mystery novel for the T. B. M. W. B. Maxwell tells anew and vividly the old story that money isn't

everything. Gilbert K. Chesterton has written up his impressions of America gained in his 1921 lecture tour. John Haynes Holmes writes of modern religious problems with a radical viewpoint.

The John Lane list, now part of the Dodd Mead list, includes a half dozen novels, a third volume in Anatole France's Essays and Criticism, a study of Queen Elizabeth, and a volume of the letters of Paul Gauguin.

##### FICTION

Midnight, Octavius Roy Cohen.  
Out of the Darkness, Charles J. Dutton.  
The House of Cards, Hannah Garland.  
A Little More, W. B. Maxwell.  
Yollop, George Barr McCutcheon.  
The Purple Pearl, Anthony Pryde.  
The Wrong Mr. Right, Berta Ruck.

##### NON-FICTION

Psychoanalysis, R. H. Hingley.  
New Churches for Old, John Haynes Holmes.  
American Impressions, G. K. Chesterton.

#### John Lane Co. [now Dodd Mead & Co.]

##### FICTION

The Moon Rock, Arthur J. Rees.  
Torquil's Success, Muriel Hine.  
General Bramble, Andre Maurois.  
Ella Keeps House, Jessie Champion.  
Maki, R. J. Minney.  
His Chinese Idol, Carroll P. Lunt.

##### NON-FICTION

The Private Character of Queen Elizabeth, Frederick Chamberlin.  
The Letters of Paul Gauguin.  
The Russian Ballet in Western Europe, 1909-1920, W. A. Propert.  
On Life and Letters, Anatole France.

#### Dodge Publishing Co.

##### Travelers:

W. E. O'Kane (Chicago and the larger towns, Pittsburgh to Omaha, Minneapolis to St. Louis, including Michigan).

E. W. Hall (The South, New York State, Boston, and other New England towns).

Wm. P. Glenney (The Pacific Coast, all important towns west of El Paso, Denver and Butte; and Pennsylvania and New York City).

Louis Solomon (Canada, smaller towns, Eastern states including Metropolitan district).

W. H. Sullivan (Middle West).

#### M. A. Donohue & Co.

##### Travelers:

Andrew Hamming (New York City, Eastern States).

S. S. Diamond. R. J. Foss.

Tom Allen (Canada).

E. F. Boedecker (North West and Pacific Coast).

W. Hamersley (Middle West).

R. J. Foss (East).

H. L. Barris (South, East).

L. Wittenberg (South, West).



**George H. Doran Co.***Travelers:*

- J. W. Corrigan (New York, Boston, Philadelphia).  
 H. R. Drake (Chicago and the Pacific Coast).  
 R. N. Hays (Large cities of Middle West).  
 E. H. Ziegler (New York State and New England).  
 William A. Britton (South, smaller cities of the Middle West).  
 C. M. Roe (Religious literature).

The spring list of the George H. Doran Co. is again rich in names of international reputation. In fiction it includes the new Arnold Bennett novel, a kindly vivisection of modern society; E. F. Benson's latest, "Peter," about a man who made a point of being different; Stephen McKenna's visualization of the modern girl in "The Secret Victory"; and new mystery stories from Carolyn Wells and Mary Roberts Rinehart. In the varied list of non-fiction "Our Navy At War" by Josephus Daniels; a one-volume edition of Margot Asquith's Autobiography; "The Circle," the popular play by Somerset Maugham; J. Hartley Manners' play "The Harp of Life"; a new book on spiritualism by Conan Doyle and Lord Rosebery's literary and historical papers stand out.

## FICTION

- Mr. Prohack. Arnold Bennett.  
 Peter. E. F. Benson.  
 Mothers-in-Law. Baroness von Hutten.  
 The Secret Victory. Stephen McKenna.  
 Sunny San. Onoto Watanna.  
 Dodo (Reissue). E. F. Benson.  
 Joan of Overbarrow. Anthony Wharton.  
 Black Gold. Albert Payson Terhune.  
 The Eyes of Love. Corra Harris.  
 Castles in the Air. Baroness Orczy.  
 What Timmy Did. Mrs. Belloc Lowndes.  
 One Thing is Certain. Sophie Kerr.  
 J. Poindexter, Colored. Irvin S. Cobb.  
 Lady Bountiful. G. A. Birmingham.  
 The Kingfisher. Phyllis Bottome.

## NON-FICTION

- Miscellanies. Lord Rosebery.  
 The Wanderings of a Spiritualist. Conan Doyle.  
 A Philosopher With Nature. Benjamin Kidd.  
 Our Navy at War. Josephus Daniels.  
 Little Essays of Love and Virtue. Havelock Ellis.  
 A Gentleman in Prison. Tokichi Ishii.  
 Poems: Second Series. J. C. Squire.  
 Marooned in Moscow. Marguerite E. Harrison.  
 The Struggle for Power in Europe (1917-1921). L. Haden Guest.  
 The Circle. W. Somerset Maugham.  
 Problems in Pan-Americanism. Samuel Guy Inman.  
 The Soul and Body of an Army. General Ian Hamilton.  
 Sundry Accounts. Irvin S. Cobb.  
 Old Morocco and the Forbidden Atlas. C. E. Andrews.

**Dorrance & Co., Inc.***Travelers:*

- W. H. Dorrance (Sales Manager; Pennsylvania, Southern States, special campaigns).  
 Frederick W. Owen (Pacific Coast, Southwest).  
 Francis J. Sloane (New England, New York, Maryland, Middle West).

Dorrance & Co. announce as leaders: Mme. Luisa Tetrassini's autobiography, "My Life of Song"; "A Bluegrass Cavalier," a novel of old Kentucky, by Edwin Carlisle Litsey; "The Garden of the Lord," the essays of Rev. Henry S. Whitehead, and "Immortal Athalia," a tale of ancient Titicaca, by Harry F. Haley.



W. A. BRITTON

*Representing George H. Doran & Co.*

W. A. BRITTON entered the book business in the fall of 1916 as an employee of the Britton Publishing Company, but did not begin traveling until the spring of 1919 when, after a short trip thru New England, he made an extensive tour of the Middlewest for this concern, also carrying the lines of Little, Brown and Lothrop, Lee & Shepard. He started with the George H. Doran Company in February 1920, and has continued with them ever since, making the south and smaller cities of the Eastern and Central States as far west as the Dakotas.

**Doubleday, Page & Co.***Travelers:*

- H. B. Earl (Sales Manager, Trade Dept.).  
 W. P. Goubeaud (Smaller towns, New York to Kansas).  
 G. V. Seiffert (Pacific Coast and large cities of the East).  
 F. C. Henry (New York, Boston and Philadelphia).  
 J. J. Smith (New England and South).

New novels by favorite fiction writers bedeck the Doubleday list in profusion. Booth Tarkington has written another story of American youth, Kathleen Norris presents new problems of love and honor, Christopher Morley spins a whimsical tale, Harry Leon Wilson's

newest humorous book is about the movies. There is infinite variety in the realm of non-fiction, John Burrough's posthumous autobiography, political and literary caricatures by Max Beerbohm, the whole story of his success by Henry Ford, and a serious study of the work of Charlie Chaplin.

## FICTION

Lucretia Lombard. Kathleen Norris.  
O. Henry Memorial Award Prize Stories of 1921.  
Gentle Julia. Booth Tarkington.  
Merton of the Movies. Harry Leon Wilson.  
Where the Blue Begins. Christopher Morley.  
Stranger Things Have Happened. Ellen Glasgow.  
The Fire Bird. Gene Stratton-Porter.  
The Command. William McFee.  
The Outcast. Selma Lagerlöf.  
It's All in the Game and Other Tennis Tales. William T. Tilden, 2nd.

## NON-FICTION

Red Dusk and the Morrow. Sir Paul' Dukes.  
Poems and Portraits. Don Marquis.  
Charlie Chaplin. Louis Delluc.  
A Survey: Fifty-one Cartoons. Max Beerbohm.  
The Annals of a Working Life. Henry Ford, in collaboration with Samuel Crowther.  
Sonnets to a Red-Haired Lady and Famous Love Affairs. Don Marquis.  
My Boyhood: An Autobiography. John Burroughs.



IDA JOSEPHINE WATSON

Manager of Glass Block Book Department

IDA JOSEPHINE WATSON was made manager of the Book Department of the largest department store in Duluth—the Glass Block. She has moved the book department from the main to the third floor and has built up a real book department with greatly increased business.

## Frederick J. Drake &amp; Co.

## Travelers:

L. B. Vaughan.  
J. J. Mullen.  
P. C. Donaldson.

Our new books include, Strong's "Art of Show Card Writing," Manning's "Practical Instruction for Detectives," and Bartholomew's "Chalk Talks and Crayon Presentation."

## Duffield &amp; Co.

## Travelers:

Francis J. Sloane (New England and Central West).

Wallace Wachob (Pacific Coast).

Duffield spring leaders are a new novel by Henry M Rideout. "The Winter Bell," a story of the northern woods; "The House on Charles Street," an anonymous novel of London life during the war; "The Lullaby Book," an anthology compiled by Annie Blanche Shelby and illustrated in color by Jessie Willcox Smith and Raymond M. Alden's "Shakespeare," a new volume in the *Master Spirits of Literature*. Other titles are:

## FICTION

The Lady in Blue. Augusta Groner.

## NON-FICTION

Guy Hamilton Scull. Henry Jay Case, comp.  
Lincoln Lessons for Today. Garrett Newkirk.  
Rivers and Their Mysteries. A. Hyatt Verrill.  
The Hills of Blue. Fiona MacLeod.  
Poems. Gerda Dalliba.

## E. P. Dutton &amp; Co.

## Travelers:

Edgar W. Porter (Large cities of the Middle West, Pacific Coast, Boston and Philadelphia).

Mortimer Douglass (South and New England).

C. G. Griffin (New York City), formerly with John Lane Company.

E. P. Dutton & Co. have an interesting list of new fiction distinguished by such names as Sheila Kaye-Smith with a new story of a woman farmer of the Kentish marshes; Francis Brett Young, author of the "Tragic Bride," Leonard Merrick with a short but characteristic novel, "One Man's View." There are additions in biography, psychology, education, economics, and reference books.

The Hands of Nara, Richard Washburn Child.  
The Red Knight, Francis Brett Young.  
Joanna Godden, Sheila Kaye-Smith.  
The Red House Mystery, A. A. Milne.  
The Afterglow, Edith Thomson.  
Lilia Chenoworth, Lee Wilson Dodd.  
One Man's View, Leonard Merrick.  
There Goes the Groom, Gordon Arthur Smith.  
Valley Waters, Charles D. Stewart.  
Love, Leonie Aminoff.  
His Serene Highness, H. C. Bailey.

## NON-FICTION

Lenin, M. A. Landau-Aldanov.  
With the Russian Army—1914-1917, Maj. Gen. Sir Knox.  
Our Unconscious Mind (and How to Use It,) Frederick Pierce.  
The Child and His School, Gertrude Hartman.



Moonlight Schools, Cora W. Stewart.  
International Finance and Its Reorganization, Elisha Friedman.  
Industrial and Commercial South America, Annie S. Peck.  
Encyclopedia of Religions, Maurice Canney.  
Paper Tricks, Houdini.

**H. K. Fly Co.**

*Traveler:*  
H. K. Fly.

**Forbes & Co.**

*Travelers:*  
E. S. Gray.  
William Appleyard.

**Four Seas Co.**

*Travelers:*  
Frederick D. Goodchild (Canada).  
Carl K. Wilson (West).  
George Powers (East).

**Funk & Wagnalls Co.**

*Travelers:*  
David J. O'Connell (Pacific Coast, Middle West, East.)  
Edward J. Miller (New York City and vicinity.)

Among the spring announcements of Funk & Wagnalls Co. are: "Sergeant York and His People," an account of the deeds of the Tennessee mountain private; "Idioms and Idiomatic Phrases in English Speech and Literature" by Francis H. Vizetelly and Leander J. DeBekker; "A General History of Porcelain" by William Burton, a book for the student and collector; "Etiquette: In Society, In Business, In Politics, and at Home" by Emily Post, the novelist, in the new guise of social mentor; "The Immigration Problem," a study of American immigration conditions and needs, by J. W. Jenks; "French Grammar Made Clear" by Abbé Ernest Dimnet of the Faculty of the College Stanislas, Paris, and "Patent Essentials For the Executive, Engineer, Lawyer and Inventor" by John F. Robb.

**Charles E. Graham & Co.**

*Travelers:*  
C. E. Graham (Canada).  
H. W. Sully (Middle West).  
A. H. Graham (New York and Pennsylvania.)  
T. C. Johnson (Pacific Coast.)  
Sumner H. Britton (New York Office.)

Charles E. Graham & Co. announce six new titles in the Uncle Wiggily Picture Books printed in color, and new editions of the popular juvenile standard titles in the *Favorite Library*. The entire line of paper linen and toy books has been increased.

**Grosset & Dunlap**

*Travelers:*  
Edward T. Bellamy.  
Frank J. Bentley.

William M. Bergey.  
G. H. Deaton.  
Edward P. Dunlap.  
Desmond FitzGerald.  
Garnet W. Grosset.  
Philip Grosset.  
Samuel A. Jenkins.  
Edward C. Ketcham.



**EDWARD T. BELLAMY**

*Representing Grosset & Dunlap*

MR. BELLAMY was born in Rochester, N. Y., and his early experiences in the bookfield were in Scrantom's there. He is a graduate of Williams College. Feeling the call of the soil he took a course at Cornell Agricultural College and spent several years in scientific farming. The lure of books proving stronger than the lure of farming, however, he entered the book field with LeRoy Philips of Boston. He joined the organization of Grosset & Dunlap in 1914 where his winning personality and reliability have made him a most valued member of their sales staff.

George L. Mackay.  
Edward Patella.  
Carl W. Schlemmer.  
Thomas A. Sheppard.  
W. J. Simpson.  
Eugene S. Westervelt.  
Arnold E. Williams.  
Leon S. Wittig.  
George J. McLeod, Ltd. (Canadian Agents.)  
Harry M. Snyder (Far Eastern Representa-

tive, covering Japan, China, Honolulu and Philippine Islands.

The Grosset & Dunlap list of *Popular Copy-rights* has many additions for spring publication, among which some of the most striking are:

The Man of the Forest, Zane Grey.  
Beside the Bonny Brier Bush, Ian Maclaren.  
The Three Musketeers, Alexander Dumas.  
The Dark Mirror, Louis Joseph Vance.  
The River End, James Oliver Curwood.  
Christopher and Columbus, "Elizabeth."  
From Sunup to Sundown, Corra Harris.  
Brite and Fair, Henry A. Shute.  
Tarzan, the Untamed, Edgar Rice Burroughs.  
The Winning Fight, Herbert Kaufman.  
The Man With Three Names, Harold MacGrath.



ROBERT S. HAMMOND

Representing C. S. Hammond & Co.

ROBERT S. HAMMOND has been actively connected with the firm of C. S. Hammond and Company since his release from the Naval Reserve in 1919. He is a graduate of Princeton University, class of 1917 with the degree of Civil Engineer and served twenty-six months on active duty in the Naval Reserve in which he now holds a commission as Junior Lieutenant. His experience in the map business dates back several years before he was permanently connected with the firm as he received his early training in the summer months while still at school.

#### C. S. Hammond & Co.

##### Travelers:

George M. Davis (West and South).  
Robert S. Hammond (East).  
John Strand (Local).

C. S. Hammond & Co. announce that new editions of all of their large line of atlases including their popular "Modern Atlas of the World" are now ready. These new editions contain all of the latest changes in all parts of the world and the latest population figures. Among the new items are the "Peerless Atlas of the World" and the "Popular Atlas of the World," the latter including a descriptive gazetteer of the States.

#### Harcourt, Brace & Co.

##### Sales Department:

August H. Gehrs (Sales Manager).  
Edward Morehouse (Chicago, St. Louis and the Pacific Coast including Texas).  
George William Amis (Middle West and East including the South).

Fiction leaders announced this spring by Harcourt, Brace & Co. include a story of the effort our young men are making to readjust themselves to normal life, "The Lonely Warrior" by Claude Washburn; Jim Tully's "Emmett Lawler," a tale of an unconquerable soul; a cross-section of present-day South in "Black and White" by H. A. Shands; Elias Tobenkin's "The Road" with a heroine carried into the industrial problems of the last twenty years; and "The City in the Clouds" a mystery story by Ranger Gull. In non-fiction the list is as usual strong in economics and belles lettres with such striking items as Keynes' "A Revision of the Treaty," Vanderlip's "What Next in Europe?" Walter Lippmann's "Public Opinion"; a series of economic handbooks edited by John Keynes, and a new book by Carl Sandburg, "Slabs of the Sunburnt West."

##### FICTION

The Lonely Warrior. Claude Washburn.  
Emmett Lawler. Jim Tully.  
Black and White. H. A. Shands.  
The Road. Elias Tobenkin.  
The City in the Clouds. Ranger Gull.

##### NON-FICTION

A Revision of the Treaty. John Maynard Keynes.  
What Next in Europe? Frank A. Vanderlip.  
Public Opinion. Walter Lippmann.  
Slabs of the Sunburnt West. Carl Sandburg.  
Secret Diplomacy. Dr. Paul Reinsch.  
The Declaration of Independence. Carl Becker.  
Angels and Ministers: Four Plays of Victorian Shade and Character. Laurence Housman.  
Modern Men and Mummies. Hesketh Pearson.  
The Northward Course of Empire. Vilhjalmur Stefansson.  
Benedetto Croce. Raffaello Piccoli.  
The Haunts of Life. J. Arthur Thomson.  
Chapters of Childhood. Juliet Soskice.

#### Harper & Brothers

##### Travelers:

John O'Connell (New York City).  
Claude Gittens (Middle West and South).  
James D. Blake (The Coast).  
Earl Lederer (East and Middle West).  
Bruce McClure (New York City).  
Adam Burger (Boston, Philadelphia, Chicago, etc.)

The most noteworthy books on the Harper spring list are Margaret Deland's novel which takes its title from a verse in the Song of Solomon: "Love is as strong as death, jealousy is cruel as the grave: the coals thereof are coals of fire, which hath a most vehement flame;" W. L. George's new contribution to his feminist studies; Katharine Fullerton Gerould's first novel; a new volume by Fanny Hurst; Charlie Chaplin adventuring into the Harry Franck class, telling of his travels; a new South Seas



book by two young aviators, one known thru his contributions to the *Atlantic Monthly*; a sociological book with strong human interest by the author of "An American Idyll."

## FICTION

The Vehement Flame, Margaret Deland.  
Ursula Trent, W. L. George.  
Lost Valley, Katharine Fullerton Gerould.  
To the Last Man, Zane Grey.  
The Vertical City, Fanny Hurst.  
Souls for Sale, Rupert Hughes.  
Conflict, Clarence Budington Kelland.  
Inez and Trilby May, Sewell Ford.

## NON-FICTION

The Latest Thing and Other Things, Alexander Black.  
The Life of Elizabeth Cady Stanton, Harriot Stanton Blatch and Theodore Stanton.  
My Trip Abroad, Charlie Chaplin.  
Why Lincoln Laughed, Russell Conwell.  
More That Must be Told, Sir Philip Gibbs.  
Faery Lands of the South Seas, James Norman Hall and Charles Bernard Nordhoff.  
How Animals Talk, William J. Long.  
Working With the Working Woman, Cornelia Stratton Parker.  
Art Display in Display Advertising, Frank Alvah Parsons.  
The Mind in the Making, James Harvey Robinson.

## JUVENILES

Child's Garden of Verses Bubble Book.  
The Chimney Corner Bubble Book.

## Harvard University Press

## Travelers:

David D. Pottinger.

The Harvard University Press announces for spring publication "Collected Papers on Acoustics," by Wallace C. Sabine; a new volume in the *Harvard Health Talks*, "Pneumonia," by Dr. F. T. Lord; "From Shakespeare to Sheridan," a narrative of the classic days of the English stage by A. Thaler, "Universities and Scientific Life in the United States" by M. Caullery, American education as seen by a recent exchange professor.

## Norman W. Henley Publishing Co.

## Travelers:

F. A. Combs (Coast and West.)  
R. F. Fenno (East.)  
McClelland & Stewart (Canada.)  
Hodder and Stoughton (London.)

The Norman W. Henley Publishing Co. announces this spring:

The Modern Gas Tractor, Pagé  
A B C of Vacuum Tubes, E. H. Lewis.  
Lathe Work for Beginners, Yates.  
Oxy-Acetylene Welding and Cutting, with a Treatise on Acetylene and Oxygen, Willis.  
Modern Plumbing Illustrated, Starbuck.  
Pattern Making, Barrows.  
The Model T Ford Car, Pagé.  
Electric Toy Making, Sloane.

## Henry Holt &amp; Co.

## Travelers:

Stanley Ward Walker (larger cities of Middle West, East and South.)  
Desmond Fitzgerald (Pacific Coast.)  
Elliot Holt (Metropolitan district and New England.)

Henry Holt & Co. have a diversified spring list on which stand out such items as an in-

formal biography of William DeMorgan and his wife illustrated with pictures of Mr. DeMorgan's pottery and Mrs. DeMorgan's paintings; "Pierre et Luce," an idyll of love by Romain Rolland; "Benjamin Franklin," a play by Constance D'Arcy MacKay; "A Musical Tour Through the Land of the Past," a sequel to Romain Rolland's "Musicians of Former Days;" John Dewey's "Human Nature and Conduct" and two new collections of poems by Walter de La Mare.

## FICTION

Patchwork, Beverly Nichols.  
Pierre Et Luce, Romain Rolland.  
Two Little Misogynists, Carl Spitteler.  
The Secret Partner, Elizabeth Frazer.

## NON-FICTION

William De Morgan and His Wife, A. M. W. Stirling.  
The Poetry of Dante, Benedetto Croce.  
Benjamin Franklin, Constance D'Arcy MacKay.  
A Musical Tour Through the Land of the Past, Romain Rolland.  
Inspired Golf, R. B. Townsend.  
The Veil and Other Poems, Walter de la Mare.  
Human Nature and Conduct, John Dewey.  
The Elements of Social Justice, L. T. Hobhouse.  
Psychology: A Study of Mental Life, Robert S. Woodworth.  
Our Best Poets, Theodore Maynard.

## JUVENILES

Bob's Hill Trails, C. P. Burton.  
Down-A-Derry, Walter de laMare.

## Houghton Mifflin Co.

## Travelers:

Frank Bruce (New York and Philadelphia).  
George H. Geer (Chicago and principal cities of the Middle West).  
William D. Love (Pacific Coast).  
A. H. Leussler (New England, East and Middle West).  
Theodore Fredenburgh (South and Middle West).  
Joseph V. Carroll (Boston).

Features of Houghton Mifflin Co.'s spring fiction list are: "Saint Teresa," a novel of contemporary American life by Henry Sydnor Harrison, author of "Queed"; "Adrienne Toner," the story of an Anglo-American marriage, by Anne Douglas Sedgwick; "Man-Size," a William MacLeod Raine story of the North West Mounted Police; Katharine Newlin Burt's "Q"; "The Yellow Streak" by Valentine Williams; Elsie Singmaster's new novel "Bennett Malin," and "The Copper Streak Trails" by Eugene M. Rhodes; among the most notable non-fiction titles are: "After the War," a continuation of Colonel Repington's diary; "The Authorized Life of E. H. Harriman" by George Kennan; "Cannibal Land," adventures in the New Hebrides and elsewhere by Martin Johnson; "John Burroughs Talks" by Clifton Johnson, and "The Authoritative Life of Clara Barton," founder of the American Red Cross.

## FICTION

Saint Teresa, Henry Sydnor Harrison.  
Man-Size, William MacLeod Raine.

Adrienne Toner. Anne Douglas Sedgwick.  
 "O" by Katharine Newlin Burt.  
 The Yellow Streak. Valentine Williams.  
 Copper Streak Trails. Eugene M. Rhodes.  
 Indelible. Elliot H. Paul.  
 Bennett Malin. Elsie Singmaster.  
 Purple Springs. Nellie L. McClung.  
 Sweet Waters. Hon. Harold Nicolson.  
 The Backsliders. Wm. Lindsey.  
 The Romance of Fiddler's Green. Clara Endicott  
 Sears.



THEODORE FREDENBURGH  
 Representing Houghton Mifflin Co.

THEODORE FREDENBURGH, after his discharge from the Army, in which he served for 19 months overseas with the 101st Field Artillery, 26th Division, as 1st Sergeant, Headquarters Company, and then as Second Lieutenant, returned for a short time to his old job in a railroad office. Later he became associated with Houghton Mifflin Company, where after an apprenticeship at the home office, he was added to the traveling force, with a portion of the middle west and the south, as his territory.

#### NON-FICTION

After the War. Colonel Repington.  
 E. H. Harriman. George Kennan.  
 Cannibal Land. Martin Johnson.  
 The Life of Clara Barton. Wm. E. Barton.  
 John Burroughs Talks. Clifton Johnson.  
 American Portraits. Gamaliel Bradford.  
 Random Memories. Ernest W. Longfellow.  
 Letters of Horace Howard Furness.  
 Mounted Justice. Katherine Mayo.  
 She Blows. Wm. John Hopkins.  
 Manual of Trees. Charles S. Sargent.  
 Admirals of the Caribbean. F. R. Hart.  
 The Causes of the War of Independence. Claude  
 H. Van Tyne.  
 How to Sell at Retail. W. W. Charters.  
 How to Get the Job You Want. Wm. L. Fletcher.  
 My House and Garden. Richardson Wright.  
 Tradition and Progress. Gilbert Murray.  
 Seeds of Time. John Drinkwater.  
 Portrait of Mrs. W. Josephine Preston Peabody.

#### JUVENILES

Seizer of Eagles. James Willard Schultz.  
 Injun and Whitey to the Rescue. Wm. S. Hart.

#### B. W. Huebsch

##### Travelers:

Frederick Hope (New York and the East.)  
 Desmond FitzGerald (West of Denver Pacific  
 Coast.)

Announcements from B. W. Huebsch include: "The Myth of a Guilty Nation," based on the examination of documents against the popular opinion that a single nation was responsible for the war, by Albert Jay Nock; "Shall It Be Again," a study of public opinion in America during the war, by John Kenneth Turner; "The Hounds of Banba," a volume of short stories, the themes of which grew out of the Sinn Fein rebellion, by David Corkery; "American Indian Life" edited by Elsie Clews Parsons and illustrated by C. Grant LaFarge.

#### Hurst & Co.

##### Travelers:

Louis M. Levy (Large Eastern and Central  
 West cities, including New York City.)  
 R. G. Evans (Southern States.)  
 Floyd H. Nourse (Territory west of Missis-  
 sippi River, Pacific Coast.)  
 Geo. J. Weinheimer (Central West.)  
 Leslie G. Nourse (Sales Manager.)

Hurst & Co. add new titles to the following of their juvenile series: *Carter Girls Books*, *Tucker Twins Books* by Nell Speed, *Peggy Parsons Series* by Annabel Sharp.

#### George W. Jacobs & Co.

##### Travelers:

D. L. Macrae.  
 W. B. Applegate.

George W. Jacobs & Co. announce for spring publication "Slimtonian Socker" by Everett MacDonald; "Desert Dust" by Edwin L. Sabin; "Cross Currents," by Katherine Haviland Taylor; and "Lafayette for Young Americans" by Rupert Sargent Holland.

#### Marshall Jones Co.

##### Travelers:

F. A. Coombs (West and South).  
 Percy A. Loring (Eastern and New England  
 States).  
 Hugh S. Elliott (West and South).  
 A. Marshall Jones (New York and Boston).

The Marshall Jones Co. announces as leaders in the library of volumes "Our Debt to Greece and Rome," to be written by the best classical scholars of this country and Europe, the publication to begin in March and to cover a period of at least two years, and "French Romanesque Sculpture" by A. Kingsley Porter, containing over a thousand photographs, most of them by the author. Other titles are: *Towards the Great Peace*. Ralph Adams Cram. *John Ruskin's Letters to William Ward*. *Odes and Lyrics*. Hartley Burr Alexander. *The Story of America*. Alberto Pecorini.



**Alfred A. Knopf, Inc.***Travelers:*

Alfred A. Knopf (Toronto, Chicago for the three largest accounts, Brentano's, The American News Company, and the Baker and Taylor Company of New York. Each of the larger middle Western cities once a year for the purpose of keeping in touch with their general conditions).

John J. Mullen, since January first sales manager. (New England, the South, and the larger towns of the Middle West.)

**W. L. HIRSHBERG***Representing The Ritz-Carlton Bookshop*

W. L. HIRSHBERG was brought up in his father's bookshop in Atlantic City. At the age of 17 he worked in Bullock's department store and later in Jones' Book Store in Los Angeles. Worked his way thru the University of Pittsburgh and the Carnegie Institute of Technology. Later he worked in real estate in Pittsburg and as a machinist in Chicago. After the Booksellers' Convention last May, he ran his father's shop for a while, the Boardwalk Bookshop, and in July he opened his own shop the new Ritz-Carlton Bookshop in the Ritz-Carlton Hotel in Atlantic City.

Desmond FitzGerald (Pacific Coast and the Far West, including Denver).

L. Stuart Rose (New York City and the Metropolitan district).

H. M. Snyder (the Orient).

George W. Amis (smaller middle Western cities).

The Macmillan Company of Canada, Ltd., has become the Canadian agent for the entire line.

The first title on the first page of the new Knopf catalog is Joseph Hergesheimer's "Cytherea," which has already attracted wide attention. Among the fiction titles on this list appear a number by distinguished foreign writers: "Van Zanten's Happy Days," one of the most popular of South Sea books, written in Danish and already translated into a large number of other languages, now into English; "Wanderers," by Knut Hamsun, the winner of the Nobel Prize for literature last year. Walter de la Mare is represented by a quaint novel "Memoirs of a Midget." Katherine Mansfield, one of the best known writers of short stories in England has a new volume, "The Garden Party." Important non-fiction includes, George Jean Nathan's "The Critic and the Drama," a consideration of the aspects of the various theories and standards of criticism; two volumes of literary criticism "Max Beerbohm in Perspective" and "The Opinions of Anatole France"; several humorous books of superior flavor, "Little Rays of Moonshine" by A. P. Herbert, a well-known contributor to *Punch*, "The So-called Human Race," by Bert Leston Taylor, to be published on March 19, the first anniversary of his death, a book which includes some of his best contributions to his famous column, "A Line-o'-Type or Two" in the *Chicago Tribune*, "Cautionary Tales for Bad Children" by Hilaire Belloc, a book of nonsensical verses.

## FICTION

Cytherea. Joseph Hergesheimer.  
Scarhaven Keep. J. S. Fletcher.  
The Rayner-Slade Amalgamation. J. S. Fletcher.  
Three of Them. Maxim Gorky.  
Memoirs of a Midget. Walter de la Mare.  
Wanderers. Knut Hamsun.  
The Soul of a Child. Edwin Björkman.  
Van Zanten's Happy Days. Laurids Bruun.  
Margery Wins the Game. John V. A. Weaver.  
The Garden Party. Katherine Mansfield.

## NON-FICTION

The Critic and the Drama. George Jean Nathan.  
Collected Poems. James Elroy Flecker.  
Little Rays of Moonshine. A. P. Herbert.  
Jewish Children. Shalom Aleichem.  
Kittens: A Family Chronicle. Svend Fleuron.  
Max Beerbohm In Perspective. Bohun Lynch.  
Cautionary Tales for Bad Children. Hilaire Belloc.  
Peter Whiffle. Carl Van Vechten.  
On English Poetry. Robert Graves.  
Afoot In England. W. H. Hudson.  
The Opinions of Anatole France. Paul Gsell.  
The So-Called Human Race. Bert Leston Taylor.

**Laird & Lee, Inc.***Travelers:*

John D. McGrew, general representative.

M. S. Atwood, educational department.

W. C. Griffith.

L. S. Wells.

W. F. McConnon.

Laird & Lee, Inc., announce for 1922 "The Standard Dental Dictionary," compiled under the supervision of Dr. Louis Ottofy, with the assistance of various dental societies and authorities; revised editions of "Lee's Priceless Recipes," "Baxter's Recipe Book for Bakers," "Hoyle's Standard Games"; several new numbers in the de luxe diary and address book line; new revised editions of Webster's New Standard Dictionaries, "Every Day Good Manners for Boys and Girls," a compact guide to etiquette; and "English Grammar Drills on Minimum Essentials," a textbook for high schools.



FRED E. WOODWARD

Buyer for Lothrop & Woodward, Washington, D. C.

FRED WOODWARD is one of the Deans of retail bookselling. He began as a civil engineer, but was induced by his brother to go into the department store field and has been a book department buyer for thirty-five years.

### J. B. Lippincott Co.

#### Travelers:

Thomas H. Clagett.  
Ellis K. Baker.  
Herbert M. Gaskill.

The J. B. Lippincott Co. will feature this spring a new Fleming Stone detective story, "The Mystery Girl" by Carolyn Wells; Grace Livingston Hill's latest novel, "The City of Fire" and an earlier book by the same author, "The Girl From Montana," for the first time sold thru the book-trade; non-fiction announcements include, "In Harmony With Life," a mental and spiritual shock-absorber, by Harriet Doan Prentiss and new books of travel, science, business, and juveniles.

#### FICTION

The Mystery Girl, Carolyn Wells.  
The Brace Girdle, Burris Jenkins.  
A Little Leaven, Katherine Grey.  
The City of Fire, Grace Livingston Hill.  
The Girl From Montana, Grace Livingston Hill.

#### NON-FICTION

In Harmony With Life, Harriet Doan Prentiss.  
Among Primitive Peoples in Borneo, Ivor H. N. Evans.

The Training of a Secretary, Arthur L. Church.  
The Foreman and His Job, Charles R. Allen.  
Lippincott's Gazetteer.  
One Hundred Things a Girl Can Do, Bonnie E. Snow, Hugo B. Froelich.  
Wild Bush Tribes of Tropical Africa, G. Cyril Claridge.

### Little, Brown & Co.

#### Travelers:

Andrew D. Pierce (South and Pacific Coast).  
Frank Jones (Chicago and principal cities of Middle West).  
Joseph F. Greene (New York City, Boston and Philadelphia).  
Arthur H. Thornhill (New England and part of East and Middle West).  
William T. Hopkins, Jr. (Boston and part of Middle West).

Little, Brown & Co. resumed publication early in January with "The Rider of Golden Bar," by William Patterson White, "The Hidden Places," by Bertrand W. Sinclair, and "Winnie O'Wynn and the Wolves," by Bertram Atkey. Spring fiction leaders are "The Great Prince Shan," a story of world politics in 1934, by E. Phillips Oppenheim; "The Breath of Scandal," a novel based on a new phase of American family life, by Edwin Balmer; "The Settling of the Sage," a colorful Western story by Hal G. Evarts, and "The Rustle of Silk," Cosmo Hamilton's latest novel. An important publishing event will be the pocket edition of A. S. M. Hutchinson's four novels: "If Winter Comes," "Once Aboard the Lugger," "The Happy Warrior" and "The Clean Heart," bound in full flexible leather.

#### FICTION

The Great Prince Shan. E. Phillips Oppenheim.  
The Breath of Scandal. Edwin Balmer.  
The Settling of the Sage. Hal G. Evarts.  
The Rustle of Silk. Cosmo Hamilton.  
Shepherds of the Wild. Edison Marshall.  
The Hidden Places. Bertrand W. Sinclair.  
The Rider of Golden Bar. William Patterson White.  
The Tragedy at the Beach Club. William Johnston.  
Silver Cross. Mary Johnston.  
The White Desert. Courtney Ryley Cooper.  
Winnie O'Wynn and the Wolves. Bertram Atkey.  
The Marriage of Patricia Pepperday. Grace Miller White.  
Kendall's Sister. Robert Swasey.

#### NON-FICTION

The Supreme Court in United States History. (3 vols.) Charles Warre.  
The Constitution of the United States: Its Sources and Its Application. Thomas James Norton.  
Meeting Your Child's Problems. Miriam Finn Scott.  
The Mexican Mind. Wallace Thompson.  
International Law. Chiefly as Interpreted and Applied by the United States. (2 vols.) By Charles Cheney Hyde.  
Quantity Cookery: Cooking and Menu Planning for Large Numbers. Lenore Richards and Nola Treat.

#### DRAMA

Representative One-Act Plays by Continental Authors. Montrose J. Moses, comp.  
The Exemplary Theatre. Granville Barker.  
A Treasury of Plays for Women. Frank Shay, ed.  
Little Theater Classics, vol. 4. Samuel A. Eliot, Jr.  
Eight One-Act Comedies for Little Theatres. Percival Wilde.  
Plays for School and Camp. Katharine Lord.



## JUVENILES

Blacky the Crow. By Thornton W. Burgess.  
 'Pon-a-Time Tales. By Richard A. Clarke.  
 Ted and the Telephone. By Sara Ware Bassett.  
 Drake and the Adventurers' Cup. By Isabel Hornibrook.

## Longman's Green &amp; Co.

## Travelers:

Wallace Wachob (Far West.)

After April 15th, Mr. Theodore F. Pike will be located in Toronto where he will represent Longmans, Green & Co. as Manager of their new Canadian branch.

Longmans, Green & Co. include in their early spring publications: "Hinduism and Buddhism, An Historical Sketch" by Sir Charles Eliot; "The King's Council in the North," filling a gap in sixteenth and seventeenth century local history, by R. R. Reid; "A Short History of the Irish People" by Mary Hayden; and "Labour's Magna Charta," a critical study of the labor clauses of the peace treaty, by Archibald Chisholm.

## Lothrop, Lee &amp; Shepard Co.

## Travelers:

John E. Lander (New York City and East).

L. W. Adams (Chicago and West).

Lothrop, Lee & Shepard announce as the first publication of the year "The Play of Auction Hands" by E. E. Denison, once a victor in a tournament over the late J. B. Elwell, to be followed by "The Island Cure," a love story by Grace Blanchard, librarian of the Concord, N. H. Public Library. A leader, later on, will be "Captain Pott's Minister" by Francis L. Cooper, a novel in which the interest centers in a young minister and his friend, a veteran sea captain. Juveniles on the spring list are: another informational adventure book for boys by Dr. Francis Root-Wheeler, "The Wreck Hunters;" "Peggy Pretend" by Millicent Evison, author of "Rainbow Gold", and a nature book for younger boys and girls entitled "Little People of the Garden."

## Robert M. McBride &amp; Co.

## Travelers:

Guy Holt.

Wallace Wachob.

Russell Crofoot.

Robert M. McBride and Co. feature new mystery and detective stories by Isabel Ostrander and Harold Brighthouse, a new edition of one of James Branch Cabell's works and a limited edition of "The Lineage of Lichfield," a unique document giving an account of the genealogy of the principal characters in Mr. Cabell's books, tracing the descent of these from Dom Manuel of "Figures of Earth" and his more famous contemporary "Jurgen," and another novel by Anthony Pryde author of

"Marquary's Duel;" in non-fiction, "The Great White South" with 75 photographs and other illustrations by the author, who was official camera artist with the Scott expedition of 1910-13.

## FICTION

Ethel Opens the Door, David Fox.

An Ordeal of Honor, Anthony Pryde.

Hepplestall's Harold Brighthouse.

Two Gun Sue, Douglas Grant.

Gallantry (New ed.) James Branch Cabell.

The Lineage of Lichfield (limited ed.) James Branch Cabell.

The Tatooed Arm, Isabel Ostrander.

## NON-FICTION

The Great White South, Herbert G. Ponting.

The Romance of a Great Store (Macy & Co.) Edward Hungerford.

Youth Grows Old, (poems) Robert Nathan.



WILLIAM T. HOPKINS, JR.

Representing Little, Brown & Co.

WILLIAM T. HOPKINS, JR., Little, Brown's salesman, was born in Lynn, Mass. He has been connected with the wholesale department of the house for several years, and is considered one of the more promising of the younger force of travelers. His courtesy and politeness are winning him many friends. His territory is Boston and part of the middle west.

## James A. McCann Co.

## Traveler:

James A. McCann (East Coast).

The James A. McCann Co. will feature this spring "Glint of Wings," by Cleveland Moffett, a novel dealing with the struggle of the modern woman for sex expression; "Your Neigh-

bor—the Crook,” an exposé of the new methods of the new crook, by John W. Gray; and “Small Me,” by S. P. R. Rodyenko, a humorous book about a Chinese servant.

#### The Macaulay Co.

##### Travelers:

E. I. Furman (South and large cities East and Middle West).

James A. McCann (Denver and points West)

L. S. Furman (New York and New England.)

The Macaulay Co.'s list shows the name of Sarah Bernhardt as the author of a romance, “The Idol of Paris,” as well as those of William Le Queux, Maurice Leblanc and other authors identified with this firm. A daring novel of the desert will be published in March the title and author to be kept a secret until publication date.

##### FICTION

The Idol of Paris, Sarah Bernhardt.

The Eyes of the Village, Anice Terhune.

The Stretton Street Affair, William Le Queux.

Over Life's Edge, Victoria Cross.

Hidden Gold, Wilder Anthony.

Plaster Saints, Frederic Arnold Kummer.

The Eight Strokes of the Clock, Maurice Le Blanc.



WILLIAM R. KOHR

*Representing the Macmillan Co.*

WILLIAM R. (BILLY) KOHR has been a book man for many years, having come to the publishing business from the teaching profession. He has worked in various territories for the Macmillan Company as an educational representative and was chosen for the position of traveler for the trade department when a year or so ago they decided to open a trade department to operate thru the Chicago office. Mr. Kohr is making the cities east of Chicago.

#### A. C. McClurg & Co.

##### Travelers:

A. Wessels (Eastern Territory.)

R. A. McNally (California and the Pacific Coast States.)

J. L. Crowder (Middle West.)

The following novels will be featured during the spring.

Tex, Clarence E. Mulford.

Square Deal Sanderson, Charles Alden Seltzer.

Claim Number One, George Washington Ogden.

The Lobstick Trail, Douglas Durkin.

#### David McKay Co.

##### Travelers:

Alexander McKay.

James S. McKay.

The David McKay Co. announces an edition of “Heidi” elaborately illustrated in color by Jessie Willcox Smith; a new edition of “Lamb's Tales From Shakespeare” with illustrations in black and white and full color by Elizabeth Shippen Green Elliott; three new volumes in the *Golden Books for Children Series* and editions to the standard mechanical foreign dictionaries and chess and checker lines.

#### The Macmillan Co.

##### Travelers:

Eastern Territory—

William P. Albrecht, sales manager (Boston, Philadelphia).

A. Armour (Specials).

W. V. Burke (New York City).

J. T. Collins (New York City).

R. I. Garton (Juvenile).

A. W. Liguori (New England).

Peter P. Mulligan (New York City).

Chas. J. Trenkle (New York State and the South).

Mid-Western Territory—

Denton H. Sparks, sales manager.

John G. Hamer (West of Chicago).

William R. Kohr (East of Chicago).

Carl F. Hilts (small towns).

Western Territory—

Fred H. Fassett (Coast).

H. G. Wells has two new books on the Macmillan spring list, a novel, “The Secret Places of the Heart,” and some studies made at the recent conference at Washington. May Sinclair similarly has a new novel and a volume of philosophy. Viscount Bryce has two characteristic books, Ida M. Tarbell has two volumes, one of fiction and one of non-fiction. John Masefield and Clemence Dane each is represented by a new play. Sir Harry Johnston has continued the story of another family in fiction, the Veneerings in Dickens's “Our Mutual Friend.”



## FICTION

The Secret Places of the Heart, H. G. Wells.  
 Children of the Market Place, Edgar Lee Masters.  
 The Veneerings, Sir Harry Johnston.  
 The Prisoners of Hartling, J. D. Beresford.  
 Pan and the Twins, Eden Phillpots.  
 The House of Rimmon, Mary S. Watts.  
 The Life and Death of Harriett Frean, May Sinclair.  
 He Knew Lincoln, Ida Tarbell.  
 Maria Chapdelaine, Louis Hémon.  
 The Cook's Wedding, Anton Chekhov.

## NON-FICTION

Selected Poems, Laurence Binyon.  
 Esther and Berenice, John Masefield.  
 Will Shakespeare, Clemence Dane.  
 The Dingbat of Arcady, Marguerite Wilkinson.  
 The Art of the Moving Picture, Vachel Lindsay.  
 Contemporary American Novelists, 1900-1920, Carl Van Doran.  
 Washington and the Riddle of Peace, H. G. Wells.  
 Peacemakers—Blessed and Otherwise, Ida M. Tarbell.  
 International Relations, Viscount Bryce.  
 Peace and Bread in Time of War, Jane Addams.  
 Child Versus Parent: the Irrepressible Conflict in the Home, Rabbi Stephen S. Wise.  
 The Study of American History, Viscount Bryce.  
 A History of the United States Since the Civil War, vol. 2. Ellis Paxson Oberholtzer.  
 The New Idealism, May Sinclair.  
 Hellenic History, George Willis Botsford.

## The Medici Society of America

## Travelers:

Percy A. Loring (East and Middle West.)  
 John J. Mullen (Central West and South.)  
 George R. Powell (Central West and South.)  
 Hugh S. Elliott (Far West.)

## G. &amp; C. Merriam Co.

## Travelers:

Winthrop C. Short.  
 Harris W. Baker.  
 William H. Maddock (educational field.)

G. & C. Merriam will devote its energies as usual to the complete line of Merriam-Webster dictionaries.

## Moffat, Yard &amp; Co.

## Travelers:

John H. Apeler (Larger cities in the East and Middle West.)  
 Howard W. Cook (East and Middle West, and South.)  
 Wallace Wachob (Coast and South.)

The list of Moffat, Yard & Co.'s spring features include:

## FICTION

In Leading Strings, J. K. Pulling.  
 South Wind, Norman Douglas.  
 The Power of a Lie, Johan Bojer.

## NON-FICTION

Europe of Today, Dr. J. E. Unstead.  
 The Technique of Psychoanalysis, Dr. David Forsythe.  
 Psychoanalysis in the Service of Education, Dr. Oskar Pfister.  
 Everyday Cake Book, "G. P."  
 Disguises of Love, Dr. William Stekel.  
 A Silver Pool, Beulah Field.  
 Our Poets of Today, Howard W. Cook.  
 Ship Names of the U. S. Navy, Robert W. Neeser.

## Thomas Nelson &amp; Sons

## Travelers:

George F. Bachmann.  
 John J. Hamilton.  
 Harry B. Smith.  
 Thomas MacLaren.  
 Thomas F. Kyle.  
 Willard T. Dickerson, Jr.  
 Herbert C. Cunningham.  
 Harry W. Tietz.



CHAS. A. PENZEL

Bookseller at Muncie, Ind.

CHAS. A. PENZEL started in a book store at the age of fourteen at Logansport. In 1906 he purchased a small book store in Muncie, Ind., and has lived thru the hard times quite cheerfully. He says he is in love with the book business.

Thomas Nelson & Sons announce for spring: In the *New Century Library of Standard Authors on India Paper*: "Masterpieces of Cicero," "Lamb's Essays of Elia and Last Essays of Elia," bound also in Morocco. In the *Nelson Jack-Juveniles* there will be new editions of the "Jolly Book," "Chummy Book," "Pilgrim's Progress" and "Lamb's Tales" with colored illustrations; "The Children's Dickens and Scott," re-edited in simple form for children's reading, with colored plates; *The Big Picture Book series* books with largetype and colored pictures; and "Songs with Music," a collection

of poems from Robert Louis Stevenson's "Child's Garden of Verse" set to music and illustrated in color.

#### The Nourse Co.

##### Travelers:

Leslie G. Nourse (Sales Manager.)  
Louis M. Levy (Large Eastern and Central Western cities including New York City.)  
R. G. Evans (Southern States.)  
Floyd H. Nourse (Territory west of Mississippi River, Pacific Coast.)  
Geo. J. Weinheimer (Central West.)

The Nourse Co. announces additions to its painting books, and a new title in the *Princess Polly Series* by Amy Brooks, "Princess Polly at Cliffmore."

#### Oxford University Press

##### Travelers:

D. I. MacFadyen.  
Charles Korbel.  
Arthur J. Hammen.  
Frank J. Guck.  
Joseph V. Heaney.  
Arthur A. Ulrich.

The thirteenth volume of the *Oxford Historical and Literary Studies* published by the Oxford University Press will be called "The Laureateship." It gives some account of the poets who have held the office, from Dryden to Bridges. "The Legacy of Greece" gives an idea of the debt of the world to the Greek spirit. This spring, also, Maurice Hewlett's "Wiltshire Essays" and J. Middleton Murry's "The Problem of Style" will appear. "Expression in Speech and Writing" tells of attempts to develop the expressive powers in small children made at the East Oxford School. Keats is the next volume in the *Clarendon English Series*. A study of "The Young Industrial Worker" and his "Educational Needs" is to be issued.

#### The Page Co.

##### Travelers:

W. Cameron Robinson (Boston, New York, Philadelphia, Pittsburgh, Cleveland, Detroit, Chicago, also Canada).  
A. P. Roche (The South and Pacific Coast).  
J. B. Steers (Middle Western States).  
P. H. Early (New England and Bordering States).

The Page Co.'s announcements for spring include: a new novel by Mrs. Larz Anderson, "Polly the Pagan," a story of smart European life; "Uncle Mary" by Isla May Mullins, author of the *Blossom Shop* stories; an historical romance, "The Lotus Woman," by Nathan Galizier; three new *Spell* books: "The Spell of Sicily," by Will S. Monroe; "The Spell of the

Rhine," and "The Spell of Provence," by Frank Roy Fraprie; other illustrated books of travel and a long list of juveniles.

#### The Penn Publishing Co.

##### Travelers:

Charles C. Shoemaker (New York and Boston).  
Frank W. Shoemaker (Other large cities and Pacific Coast).  
Fred Krauss (South, Middle West and New England).

The Penn Publishing Co. will publish at the end of February two new novels by two new authors: "The Body in the Blue Room," a mur-



WM. F. HOBSON

Representing G. P. Putnam's Sons

WM. F. HOBSON entered the publishing business in 1913 with the American Tract Society, starting in at the bottom of the ladder, as a true American should, as list boy. In 1915 he entered the retail department of G. P. Putnam's Sons, achieving a reputation for courtesy and efficiency among the best book-buyers in the city. His success in the retail department led to his appointment to the publishing staff as traveler in the south, which he is still covering. His friends, and they are legion, justly call him "Smiling Bill."



der mystery story, by Sidney William and "Then Came Polly," a love story of the artistic colony of N. Y. A new departure is the spring publication of two juveniles: "The Marines have Advanced" by Lt. Col. Giles Bishop, and "Now, Virginia!" by Helen Sherman Griffith.

#### Isaac Pitman & Sons

##### Travelers:

A. Wessels (New York City).  
A. C. McClurg & Co. (Chicago, Middle West).  
Fred W. Owen (Pacific Coast).  
F. F. Hansell & Bro., New Orleans, La. (South).  
California School Book Depository, San Francisco, Calif.

Southern School Book Depository, Dallas, Tex.

Special features of the Isaac Pitman & Sons announcements are: *Common Commodities and Industries Series*—"Textile Bleaching," by A. B. Steven; "Sulphur and Sulphur Derivatives," by Harold A. Auden; "Ironfounding," by B. Whiteley; "Concrete and Reinforced Concrete," by W. Noble Twelvetrees; "Player Piano," by D. Miller Wilson. In Pitman's Technical Primers new items are: "Mechanical Handling of Goods," by C. H. Woodfield; "Directive Wireless Telegraphy," by L. H. Walter; "Kinetograph Studio Technique," by L. C. MacBean; "Continuous Wave Wireless Telegraphy," by B. E. G. Mittell, A.M.I.E.E. Other new books are: "Simplified Methods of Calculating Reinforced Concrete Members," by W. Noble Twelvetrees; "Electric Traction," by A. T. Dover; "Dress, Blouse and Costume Cloths," by Roberts Beaumont; "Theory of the Induction Coil," by E. Taylor-Jones; "Architectural Hygiene," by Major H. Phillips; "Blue Printing and Modern Plan Copying," by B. J. Hall; "Drawing from Memory and Mind Picturing," by Catterson-Smith; "Stencil Craft," by Henry Cadness.

#### Platt & Munk Co.

##### Travelers:

Arnold H. Munk (Principal cities as far as Chicago.)  
Alexander Munk (Illinois, Indiana, Michigan, Ohio, and Central West.)  
Joe G. Young (South, Texas, and New England States.)  
Sam Dorsey, A. J. Zeebe (The Pacific Coast.)  
W. H. Jones (Wisconsin, North Dakota, South Dakota, Oklahoma, etc.)

The Platt & Munk Co. will feature their "Starbooks" for children. Their slogan is "Happiness on every page."

#### James Pott & Co.

##### Travelers:

Frederick W. Hallam (large Eastern cities.)

Charles R. Duryea (Western cities.)  
William G. Chase (South.)  
William L. Mezger (Far West.)  
W. W. Silver (Middle West.)  
Charles B. Steele (Texas.)

James Pott & Co. will publish this year the new Bagster Comprehensive Teachers' Bible and the Christian Life Bible, both bound in with the "unbreakable back."

#### Princeton University Press

The Princeton University Press is represented by F. Dale Warren, Jr., formerly of the American Book Co., and in the Far East by Henry M. Snyder.

#### G. P. Putnam's Sons

##### Travelers:

Robert Gordon Anderson, Sales Manager.  
Henry L. Allison.  
Phillip M. Anderson.  
Thomas J. Smith.  
Wm. F. Hobson.

G. P. Putnam's Sons head their spring list with a new novel by Harold Begbie, "The Ways of Laughter," the story of a cheerful barrister, followed by a Sackville-West tale of a small manufacturing town and a novel of the sea by Meade Minnigerode. Drama is represented by plays by Lord Dunsany, Lady Gregory and the popular comedy, "Dulcy," biography, by lives of Florence Barclay, Canon Barnett, and Johann Sebastian Bach. Other non-fiction includes additions to the *Loeb Classical Library*, and a new library edition of the works of Theodore Roosevelt.

##### FICTION

The Ways of Laughter, Harold Begbie.  
The Dragon in Shallow Waters, V. Sackville-West.  
Oh, Suzanna, Meade Minnigerode.  
Snowdrift, James B. Hendryx.  
Isle of Seven Moons, Robert Gordon Anderson.  
Chanting Wheels, Hubbard.  
Mendoza and a Little Lady, William Caine.  
The Joy of Living, Sidney D. Gowing.  
The Man in the Twilight, Ridgwell Cullum.

##### NON-FICTION

If, Lord Dunsany.  
The Image, Lady Gregory.  
Dulcy, A Comedy, George S. Kaufman and Marc Connelly.  
The Life of Florence Barclay, Her Daughter.  
The Evolution of Civilization, Joseph McCabe.  
In the Land of the Gorilla and Okapi, T. Alexander Barns.  
Psychoanalysis in the Classroom, George H. Green.  
The Magic and Science of Jewels, Isadore Kozminsky.  
Wayfarers in Arcady, Charles Vince.  
Ourselves When Young, H. T. Sheringham.  
Painted Windows, Gentleman with the Duster.

##### JUVENILES

Everyday Life in the Old Stone Age, Marjorie and C. H. B. Quennell.

#### Rand McNally & Co.

##### Travelers:

Joseph E. Goodwin (Eastern territory as far west as Detroit, Mich., also the Eastern Southern States).

John S. Neuman (assisting Mr. Goodwin in the Eastern States).

Henry M. Lamb (Central States).

Raymond A. McNally (Pacific Slope and Southwestern States).

I. J. White will also visit the trade thruout the entire country in the interest of Sales Promotion, Window displays and advertising helps.



HUGH S. PRATT

*Representing The Ronald Press Company*

"Go WEST, young man, go West" is more than a slogan with Hugh S. Pratt. To him it has progressively become reality. Representing the Ronald Press Company, first in certain eastern states and later in the mid-west, he has just recently assumed charge of their Western territory, using "Frisco" as his headquarters.

#### The Reilly & Lee Co.

##### Travelers:

William F. Lee (large cities of the East, and Chicago.)

Samuel H. Darst (larger cities of the Central West.)

Clement F. Benoit (New England, the Southwest and the Pacific Coast.)

George J. Lea (Central and Southeastern States and Middle States.)

Braden Caldwell (Middle Western States.)

The Reilly & Lee Co. will publish March 1st "The Truth About Henry Ford" by Sarah T. Bushnell, an intimate narrative; "Pewee" by William MacHarg, a story of Chicago's "gold coast" and its slums; "Saturday Nights" by Earl G. Curtis, a new author; "The Hope Chest," a practical book for the bride; "Kabumpo in Oz" by Ruth Plumly Thompson,

founded on and continuing the famous Oz stories by L. Frank Baum; and a new "Teenie Weenie" book by Wm. Donahey, "The Teenie Weenies Under the Rose Bush." There will be two new titles in the Snell *Mystery Stories for Boys*, "The Crimson Flash," March 1 and "White Fire," July 1, and new titles in the *Camp Fire Girl's Series*, *Mary Louise Series* and *Boy Scout Series*.

#### Fleming H. Revell Co.

##### Travelers:

Fleming H. Revell, Jr.

W. H. Mook, Jr.

Hobart T. Olsen.

John W. Hill.

The Fleming H. Revell Co. announces among its spring leaders "The Foreign Relations of China," by Mingchien Joshua Bau; Lectures of William Jennings Bryan entitled "In His Image"; Crusading in the West Indies, the story of twelve year's residence in Latin America, by W. J. Jordan; "Blackboard Efficiency," a suggested method for the use of crayon and blackboard, by R. F. Y. Pierce; S. A. Steel's "The Modern Theory of the Bible"; "In the Breaking of the Bread" by James I. Vance; "China, the United States and the Anglo-Japanese Alliance," a concise account, "The Chino-Japanese Treaties of May 25th, 1915," and "The Twenty-One Demands," all by G. Zay Wood.

#### The Ronald Press Co.

##### Travelers:

Eastern States

J. F. Bohmfalk

W. W. Hill

H. A. Stewart

Western States

C. P. Calhoun

H. S. Pratt

The Ronald Press announces for spring publication: "A History of the Southern Pacific," by Daggett & Stuart; "Practical Accounting Problems," Pt. 2, by P. J. Esquerre; "The Work of the Stock Exchange," by J. Edward Meeker, "Income Tax Procedure—1922," by R. H. Montgomery.

#### The Saalfeld Publishing Co.

##### Travelers:

A. G. Saalfeld.

Ben Spero.

Harry E. Tucker.

M. G. Field.

Paul W. Rolley.

A. J. Saalfeld, Jr.

George W. Webster.

E. Bergman.

G. D. Fallis.

M. Meyer.



**Charles Scribner's Sons***Travelers:*

Melville Minton (Boston, Philadelphia, Chicago and large Eastern cities.)  
 A. S. Knapp (Detroit, Cleveland and other large cities of Middle West.)  
 C. E. Connolly (Southern territory and smaller cities of Middle West.)  
 W. O. Baker (Pacific Coast.)  
 Harry Bauer (New York City, New England and smaller cities of New York, Pennsylvania, Ohio and Michigan.)  
 Sterling Galt, Jr. (New York City.)

The leading Scribner novels of the spring are "The Beautiful and Damned" by F. Scott Fitzgerald; author of "This Side of Paradise," etc., and "The Everlasting Whisper," a tale of the California wilderness, by Jackson Gregory, and "Where Your Treasure Is" by the author of "Simple Souls," John Hastings Turner. There is also Mary Raymond Shipman Andrews' Roosevelt story, "His Soul Goes Marching On," comparable to her Lincoln story "The Perfect Tribute." In the field of biography, the Scribners publish Chauncey M. Depew's "My Memories of Eighty Years" and they will continue actively to promote "The Americanization of Edward Bok" now in its 18th edition; in the popular scientific field, "The New Heavens" a book which describes the extraordinary revelations of the Mount Wilson Observatory in California by George Ellery Hale, and "The Revolt Against Civilization, The Menace of the Underman" by Lothrop Stoddard; in the juvenile field, a new girls' novel by Joslyn Gray, called "The Other Miller Girl" and "The Adventures of a Grain of Dust" by Hallam Hawksworth, in the series that began with "The Strange Adventures of a Pebble."

## FICTION

His Soul Goes Marching On, Mary Raymond Shipman Andrews.  
 Tide Rips, James B. Connolly.  
 The Beautiful and Damned, F. Scott Fitzgerald.  
 The Forsythe Saga, John Galsworthy.  
 The Everlasting Whisper, Jackson Gregory.  
 Uncle Bjah's Ghost, Jennette Lee.  
 Pirate's Hope, Francis Lynde.  
 Stories, Meredith Nicholson.  
 Madame Valcour's Lodger, Florence Olmstead.  
 Where Your Treasure Is, John Hastings Turner.

## NON-FICTION

Manon Philipon Roland, Evangeline Wilbour Blashfield.  
 The Flutter of the Gold-Leaf and Other Plays, Olive Tilford Dargan and Frederick Peterson.  
 My Memories of Eighty Years, Chauncey M. Depew.  
 Railroads and Government, Frank Haigh Dixon.  
 Life of Donald G. Mitchell, Waldo H. Dunn.  
 The New Heavens, George Ellery Hale.  
 The Carpenter and His Kingdom, Alexander Irvine.  
 The Unspeakable Gentleman, J. P. Marquand.  
 Bible and Spade, John P. Peters.  
 The Chronicles of Chicora Wood, Elizabeth W. Allston.  
 The Life of George Westinghouse, Colonel H. G. Prout.  
 The Cowboy, Philip Ashton Rollins.  
 The Revolt Against Civilization, Lothrop Stoddard.

Songs Out of Doors, Henry van Dyke.  
 The Open Spaces, John C. Van Dyke.  
 The Advertising Man (Vocational Series) Earnest Elmo Calkins.  
 The Physician (Vocational Series) Dr. John M. Finney.  
 The Newspaper Man (Vocational Series) Talcott Williams.

## JUVENILE

The Other Miller Girl, Joselyn Gray.  
 The Adventures of a Grain of Dust, Hallam Hawksworth.

**Thomas Seltzer, Inc.***Travelers:*

F. J. Sloane (East and Middle West).  
 Wallace Wachob (San Francisco and Pacific Coast.)

**CHARLES E. CONNOLLY***Representing Scribner's Sons*

CHARLES E. CONNOLLY has been connected with Charles Scribner's Sons since the spring of 1910. He was assistant art manager until 1920, when he transferred to the sales force covering the Southern Territory and the middle west. Prior to coming to Scribner's he was for several years with *McClure's Magazine* and the McClure, Phillips & Co.

Thomas Seltzer announces a new novel by D. H. Lawrence, "Aaron's Rod;" "Intrusion," a novel by Beatrice Kean Seymour; Hamilton Fyfe's "The Widow's Cruse," a humorous and satirical novel; and the story of a society girl,

"Love and Dian" by Concordial Merrel; "Jeremiah," a play by Stefan Zweig; "Fantasia of the Unconscious" by D. H. Lawrence; and "Old Europe's Suicide," a brief history of Europe, 1912-1919, by Brigadier-General C. B. Thomson.

#### A. W. Shaw Co.

##### Travelers:

Thomas S. Rockwell.

Among new spring publications the A. W. Shaw Co. announces: "Retail Store Management Problems," presenting the management problems of retail stores in all sections of the country, by Donald K. David; "Problems in Business Finance" by Edmond Earle Lincoln; and "Problems in Sales Management" by Harry R. Tosdal, all three volumes by members of the faculty of the Graduate School of Business Administration, Harvard University.

#### Small, Maynard & Co.

##### Travelers:

E. J. Vass (Boston, New York, Philadelphia, Chicago.)

H. S. Elliott (Pacific Coast.)

George W. Amis (Eastern Territory.)

The spring list of Small, Maynard & Co. includes a new mystery story by Edgar Wallace, "The Angel of Terror," Edward J. O'Brien's "Best Short Stories of 1921," and a volume on the Ku Klux Klan by Henry P. Fry. Other features are:

##### FICTION

Rangy Pete, Guy Morton.

The Witch Man, Margaret Belle Houston.

The Queen of Karmania, Marie Van Vorst.

The Angel of Terror, Edgar Wallace.

Timber, Harold Titus.

The Love Chase, Felix Grendon.

The Best Short Stories of 1921, Edward J. O'Brien.

##### NON-FICTION

Success, Lord Beaverbrook.

The Modern Ku Klux Klan, Henry P. Fry.

The Future of the Novel, Meredith Starr.

Gruach and Britain's Daughter, Gordon Bottomley.

#### The Standard Publishing Co.

The Standard Publishing Co. announces the following spring publications: "Special Sermons for Special Occasions," edited by E. W. Thornton, twenty-two sermons and addresses on the calendar holidays and church and Bible school special days; "The Spell of the Shang Kambu, and Other Stories" by Dennis H. Stovall, tales of adventure for boys; and "My Own Main Street" by William A. Johnston, reminiscences of the author's boyhood days.

#### Stanton & Van Vliet

##### Travelers:

John R. Stanton (Coast.)

John L. White (East of Ohio).

William M. Stitt (South, Middle West.)

C. H. Van Vliet has recently purchased John R. Stanton's interest in the business. The company will add 40 new titles including a series of *Bunny Books* by Laura Rountree Smith illustrated by Penny Ross.

#### Stewart Kidd

##### Travelers:

John G. Kidd (Larger Eastern cities.)

Frank Coombs (New York City, New England and the Coast.)

Jas. L. Crowder (Chicago and the Middle West.)

Baker & Taylor Co., New York, and A. C. McCdurg & Co., of Chicago, will also carry the complete line.

*Foreign Representatives* are: Canada, Ryerson Press, Toronto; Great Britain and the Colonies, Curtis Brown, Ltd.; Japan, Maruzen Co.; India, D. P. Taraporevala Sons & Co.

The Stewart Kidd spring list includes titles in the *Sewart Kidd Modern Play Series*, several imports, and the following:

The Quiet Courage, and Other Songs of the Unafraid, Everard Jack Appleton.

Aspects of Americanization, Edward Hale Bierstadt.

Masterpieces of Modern Spanish Drama, Barrett H. Clark.

Trail Craft, Claude P. Fordyce.

Adventures in Angling, Van Campen Heilner.

Bill Johnston's Joy-Book: 2002 Jokes, William T. Johnston.

The Sun Chaser: A Play in Four Acts, Jeannette Marks.

Red Bud Women: Being Four One-Act Plays, Mark O'Day.

The Book of the Pike, O. W. Smith.

Seckatary Hawkins in Cuba, Robert F. Schulkers.

The Real Estate Business as a Profession, John B. Spilker.

#### Frederick A. Stokes Co.

##### Travelers:

F. Brett Stokes (Pacific Coast, Chicago and other large cities in the Middle West.)

Henry F. Savage (Boston, Philadelphia, Washington, Baltimore, Pittsburgh and other large cities in New York State and New England.)

James L. Nerney (South and smaller cities in Middle West and East.)

Edward G. Larson (New York City.)

Herbert P. Spencer (New York City and small cities in Middle West.)

The fiction on the Stokes Spring list includes the first novel that has appeared in some years by Frances Hodgson Burnett, another novel with a California setting by Gertrude Atherton, and a story by Harold Bindloss of an English girl and her Canadian guardian. The third and fourth volumes of Mr. Punch's "History of Modern England" are to be ready this spring. Mae Marsh, the well-known screen star has written a book on "Screen Acting."



## FICTION

Sleeping Fires, Gertrude Atherton.  
The Man From the Wilds. Harold Bindloss.  
The Head of the House of Coombe, Frances Hodgson Burnett.

## NON-FICTION

Watchers of the Sky, Alfred Noyes.  
Caruso and the Art of Singing, Fucito Salvatore.  
Mr. Punch's History of Modern England, Vols. 3 and 4, Graves.  
Screen Acting, Mae Marsh.

## Stoll &amp; Edwards Co., Inc.

## Travelers:

John Coyle (West of Chicago.)  
H. S. Stoll (East and South.)  
W. M. Edwards (Middle West.)  
A. Wessels (New England.)

Stoll and Edwards Co., Inc., are distributors for an entirely new series of toy books by Thornton W. Burgess, author of the famous *Bedtime Stories*, illustrated by Harrison Cady, uniform in size with the *Little Folks Playtime Series*.

## George Sully &amp; Co.

## Travelers:

George Sully (principal cities East of St. Louis.)  
William H. Kleinteich (South, Middle West, New England.)  
H. M. Caldwell (Pacific Coast, April and May.)

George Sully & Co. include in their announcements for May: "Little Folks Book of Nature" by Hiram Hunter; "Personal Experiences of a Cub Reporter" by Cornelius Vanderbilt, Jr.; a portrait edition of "It Can Be Done," poems of inspiration by Joseph Morris and St. Clair Adams; new volumes in the *Billie Bradley* and *Four Blossoms Series*; "Sheila of Big Wreck Cove," a Cape Cod novel, by James A. Cooper; and two revised editions: "One Thousand Things Worth Knowing," and "How to Obtain Citizenship."

## The University of Chicago Press

## Travelers:

Donald P. Bean (large cities.)  
G. C. Crippen (religious books.)  
R. F. Holloway (educational books.)

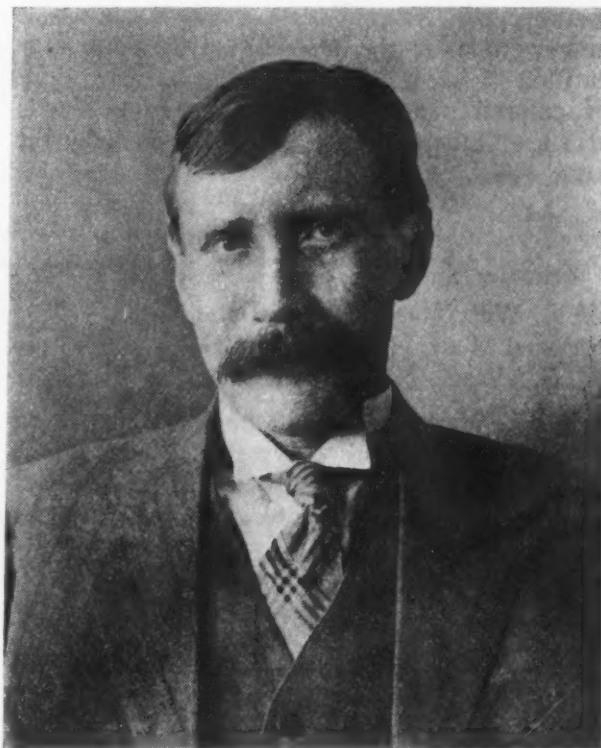
The University of Chicago Press announces a de luxe edition of Joseph Pennell's "Graphic Arts" together with a lengthy list of non-fiction in various classes including the following:

General Science, by W. L. Eikenberry  
The Play Movement in the United States, by Clarence E. Rainwater.  
Through Three Centuries, by Jesse L. Rosenberger.  
A Naturalist in the Great Lakes Region, by Elliot R. Downing.  
Plato and Religious Problems of Today, by Paul Shorey.  
What Jesus Taught, by A. Wakefield Slaten.

The Worker in Our Economic Society, by Douglas, Atkins and Hitchcock.  
An Approach to Business Education, by Leverett S. Lyon.  
Readings in Social Pathology, by Ernest W. Burgess.  
Technique of Business Communication, by N. W. Barnes.  
Managerial Accounting, by A. C. Hodge and J. McKinsey.  
Translation of the New Testament, by E. J. Goodspeed.

## U. P. C. Book Co.

The U. P. C. Book Co. will be represented by the David McKay Co. Among its spring publications are: "Homes of Moderate Size," Dalzell; "Automobile Electrical Systems," Moreton & Hatch; "Automobile Repairman's Helper," William & Pile; "Lumber and Its Uses," Kellogg; "Estimating Building Costs," Arthur; "Builder's Guide" Hicks; "Practical Structure Designs," McCullough; "Hollow Tile Construction," Cosgrove; "Retail Profits, Turnover and Net Worth," Minster.



ANDREW McCANCE

ANDREW McCANCE was born Killyleigh, County Down, Ireland, in 1863 and arrived in Boston 1883. Two years later he bought a small book and periodical store in Washington Street. In 1892, he formed a partnership with Alfred Smith under the name of Smith and McCance. Later he bought out Mr. Smith's interest, but the firm name remains unchanged. He has bought the Carter Building at 5 Ashburton Place, to which the business will be moved from its present location at 2 Park Street when the lease expires in March 1924. William Stanley Braithwaite's "1920 Anthology of Magazine Verse" bore the following dedication. "To My Friend, Andrew McCance, who keeps books old and new, periodicals foreign and domestic, at 2 Park street, Boston. Genial, wise and witty and beloved by a generation of literary folk and others as a teller of good stories."

**Vir Publishing Co.**

President L. M. Cross of the Vir Publishing Co., will make the coast trip this year, leaving about March 1st and stopping at some of the leading cities in the near East and West.

**Frederick Warne & Co.***Travelers:*

Desmond Fitzgerald (Pacific Coast and Far West.)  
James L. Crowder (Chicago, Omaha and Middle West.)  
Frank A. Coombs (South.)  
Arthur L. Treble (New York, Boston, Philadelphia and the East.)

Frederick Warne & Co.'s program for 1922 will include the following addition to their children's book section: a new edition of "The Magic Fishbone" by Charles Dickens, illustrated in color by F. D. Bedford. Two picture books illustrated by Leslie Brooke which bound together will form Picture Book No. 4, and a new volume of the Golden Goose Book type entitled "Ring a Ring of Roses;" a new series of colored picture books by Lawson Wood; also the "Rummy Tales" painting book by the same artist.

**W. J. Watt & Co.***Travelers:*

W. J. Watt (large cities of the East.)  
Howard Watt (Middle West.)  
W. W. Wachob (Pacific Coast.)

W. J. Watt & Co. will publish this spring four novels by Ruby Ayres: "Winds of the World" "The Uphill Road," "The Second Honeymoon," "The Phantom Lover," "Waters of Strife," a Western story by Robert Ames Bennet; "The Trap," a story of Alaska by H. H. Matteson; "The Valley of Content," by Mrs. Blanche Upright; "The Gray Phantom's Return," a new Gray Phantom detective story by Herman Landon; and "The Shriek," a satirical burlesque, by Charles Somerville.

**Albert Whitman & Co.***Travelers:*

C. E. Curtis (Middle West, Southwest.)  
W. S. Siegel (Western and Pacific Coast.)  
Albert Whitman (Eastern territory.)

The outstanding additions to the Whitman list will be six new juveniles profusely illustrated in color: "The Six Tiddly Winks," "The Happy Mannikin," "Jolly Polly and Curly Tail," "The Comical Circus Stories," all by Laura Rountree Smith, "Real Out of Door Stories" by Clara J. Benton, and "Doll Land Stories" by Eloise Byington.

**W. A. Wilde Co.***Travelers:*

W. J. Sanford.  
R. W. Kendall (Eastern trade from Boston office.)  
H. S. Elliott (Pacific Coast.)

**The John C. Winston Co.***Travelers:*

John R. Fraser (Sales manager.)  
B. F. Hitchens (Western manager.)  
Elmer E. Jones.  
E. A. Merriam.  
W. C. Shepherd  
Julius Meyer.  
R. G. Kornbau.  
C. F. Kint, Jr.  
A. O. Morse.  
Albert E. Aldridge.  
William Currer (Canadian Branch.)

The John C. Winston Co. has in preparation two new self-pronouncing Bibles which will be added to the *International Series*. To the list of children's books several new series have been added, the most important of which is probably the *Twilight Animal Series*, with eleven titles, by C. E. Walsh. Other features of the spring list are:

The Cozy Hour Series.  
Grimm's Fairy Tales.  
Hero Tales from History, Smith Burnham.  
Auction for Two and Three, Milton C. Work.  
A New Loose-Leaf Bible.  
Loose-Leaf Cook Book.

**The Womans Press**

The Womans Press lists for spring two books by Edna Geister: "It is To Laugh," a book of games and stunts, and "Ice Breakers and the Ice Breaker Herself," two previous volumes combined in one; "What's Best Worth Saying" by Richard Roberts, author of "The Untried Door," "Red Letter Day Plays," a collection of short impromptu plays to be given by 'teen age boys and girls, by Margaret Getchell Parsons; and "The Street of Precious Pearls," the story of Peking, by Nora Waln.

**Yale University Press***Travelers:*

Thomas R. Coward (New York City.)  
Wilmarth S. Lewis (Chicago and territory East.)  
F. A. Coombs (West of Chicago.)

Yale University Press leaders are: Aimée Dostoyevsky's study of her father, the great Russian novelist; Chief Justice William Howard Taft's "Liberty Under Law," Dean Roscoe Pound's "An Introduction to the Philosophy of Law," and "Poems from the Yale Record."



## Directory of Traveling Salesmen of the Book-trade

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 Albrecht, W. P., Macmillan Co.  
 Aldridge, Albert E., J. C. Winston Co.  
 Allen, Tom, M. A. Donohue & Co.  
 Allison, H. L., G. P. Putnam's Sons.  
 Amis, G. William, Harcourt, Brace & Co.  
 A. A. Knopf, Small, Maynard & Co.  
 Anderson, Philip M., G. P. Putnam's Sons.  
 Anderson, Robert G., G. P. Putnam's Sons.  
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 Applegate, W. B., George W. Jacobs & Co.  
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 Archer, Leon B., Cosmopolitan Book Corporation.  
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 Bell, W. C., Nicholas L. Brown.  
 Bellamy, Edward T., Grosset & Dunlap.  
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 Bergey, W. M., Grosset & Dunlap.  
 Bergman, E., Saalfield Pub. Co.  
 Blake, James D., Harper & Bros.  
 Boedeker, E. F., M. A. Donohue & Co.  
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 Ziegler, E. H., George H. Doran Co.

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*Montgomery*.—Montgomery Fair. (J. B. Smith.)

### ARIZONA

*Tucson*.—Moore & O'Neal (J. W. O'Neal.)

### ARKANSAS

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*Savannah.*—Leopold Adler. (Leo W. Regan.)

## IDAHO

*Boise.*—Blake's Variety Stores Inc. (Thomas Blake.)

*Weiser.*—People's Variety Store.

## ILLINOIS

*Aurora.*—Wade Lietz & Grometer. (Mrs. C. R. Amerine.)

*Canton.*—Worther-McAllister Co.

*Champaign.*—W. Lewis & Co. (Herman Lewis.)

*Downers Grove.*—H. E. McAllister & Co.

*Chicago.*—Boston Store. (Mr. Smith.)

—Butler Bros., Wholesalers. (G. M. Coy.)

—Carson, Pirie, Scott & Co. (Ralph B. Henry.)

—"The Fair." (Western Book and Stationery Co.)

—Marshall Field & Co. (Mrs. Marcella Burns Hahner.)

—Sol. Klein. (B. Warshawsky.)

—Sears, Roebuck & Co. (Geo. R. Bingham.)

—Mandel Bros. (D. H. Davis.)

—Rothschild Bros. (Western Book and Stationery Co.)

—Spurgeon Mercantile Co. (Mr. Spurgeon.)

—Montgomery Ward & Co. (Duke Hill.)

—W. A. Wieboldt & Co. (Roy L. Haines.)

*Danville.*—Emery Dry Goods Co. (M. Snyder.)

—Meis Bros. Dept. Store. (Gus Meis.)

*Decatur.*—Lin & Sruggs Dry Goods Co. (B. L. Weaver.)

*Elgin.*—Ackermann Bros. (Miss Jennie Miller.)

*Evanston.*—Lord's Inc. (Mrs. A. B. McCullough.)

*Galesburg.*—O. T. Johnson Co. (G. G. Hampton.)

*Hinsdale.*—Hinsdale Dry Goods Co.

*Hoopston.*—McAllister-Worthen Co.

—Hoopston Dept. Store. (Mr. Ost.)

*Kankakee.*—The Chicago Store. (E. Mock.)

*Kewanee.*—W. H. Lyman & Co. Inc. (F. H. Bourne.)

*La Grange.*—McAllister-Pittsford Co.

*Moline.*—The Fisk & Loosley Co. Inc. (E. L. Nordgren.)

*Monmouth.*—E. B. Colwell Co. (Mrs. Glasgow.)

*Paris.*—Jones Dry Goods Co. (W. Hoenig.)

*Paxton.*—Paxton Dry Goods Co.

*Peoria.*—Block & Kuhl Co. (Miss Louise McGinty.)

—Schoenfield-Martin Co. (Miss J. Applegreen.)

—P. A. Bergner & Co.

*Rock Island.*—L. S. McCabe & Co. (B. E. Scott.)

—Young & McCoombs Co-operative Store Co. (Miss A. Kilpatrick.)

*Rockford.*—D. J. Stewart & Co. (Mrs. Carrie Dearborn.)

—Hess Bros. & Co. (Mrs. P. A. Peterson.)

*Streator.*—D. Heenan Mercantile Co. (James A. Finlen.)

*Wheaton.*—Pittsford Dry Goods Co.

## INDIANA

*Bloomington.*—The Wicks Co. (Otto Rott.)

*Crawfordsville.*—Graham Department Store. (G. D. Johnson.)

*Elkhart.*—H. B. Sykes Co. (Burt Sykes.)

*Evansville.*—Fowler, Dick & Walker. (James R. Duncan.)

*Ft. Wayne.*—Rurode Dry Goods Co. (Mr. Mills.)

—Steele-Meyers Co.

—Wolf & Dessauer. (Miss Julia M. Chambers.)

—Beadell & Co., The People's Store. (Mr. Henry Beadell.)

*Hammond.*—Kaufman & Wolf. (Chas. P. Gruen.)

*Indianapolis.*—Pettis Dry Goods Co. (J. E. Keller.)

—L. S. Ayres & Co. (Miss Grace Thompson.)

—Block, Wm. H., Co. (Leo Schoen.)

*Kokomo.*—Thalman & Levi. (Mr. Levi.)

*Lafayette.*—Loeb & Hene Co. (Samuel M. Loeb.)

—M. Schultz.

*Madison.*—Daily & Roth. (Mr. Daily.)

*Rushville.*—R. H. Jones Co. (Harry Hillibold.)

*South Bend.*—Ellsworth Store. (Miss Valentine.)

—Brandon, Durrell Co. (E. Hagey.)

*Terre Haute.*—A. Herz. (Miss Mayne Henry.)

—Kleeman Dry Goods Co. (M. Kleeman.)

*Valparaiso.*—J. Lowenstine & Sons. (G. S. Bartholomew.)

## IOWA

*Burlington.*—John Boesch Co.

*Charles City.*—The Ruste Co. (C. C. Cromer.)

*Davenport.*—Harned & von Maur. (Miss I. Murray.)

—J. H. C. Peterson's Sons. (A. W. Crampton.)

*Des Moines.*—Yunker Bros., Inc. (Albert Yunker.)

—Wilkins Bros. Co., Inc. (V. A. Wilkins.)

—Harris-Emery Co. (Miss Ruth Eberhart.)

*Dubuque.*—Roshek Bros. Co. (Mr. Macaulay.)

—James Levi Co. (Mrs. L. C. Witmer.)

—J. F. Stampfer Co. (Frederick Stampfer.)

*Fairfield.*—Wade & Bonfield. (C. W. Wade.)

*Marshalltown.*—Levin Dry Goods Co. (J. Levin.)

*Oskaloosa.*—Oppenheimer, Alsop Co. (Elmer Bryan.)

*Ottumwa.*—W. J. Donelan & Co. (Charles L. Bliley.)

*Sioux City.*—Davidson Bros. Co. (D. K. Shutts.)

—T. S. Martin Co. (E. Cassell.)

## KANSAS

*Atchison.*—Ramsay Bros. Dry Goods Co. (Mr. Fulford.)

*Emporia.*—Rorabaugh Dry Goods Co. (Mrs. Weed.)

*Hutchinson.*—Pegues Wright Dry Goods Co. (W. Scroggs.)

—Rorabough Wiley Dry Goods Co. (F. H. Cost.)

*Kansas City.*—Maunder-Dougherty Merc. Co. (Mr. Dougherty.)

*Topeka.*—The Pelletier Co. (A. P. McKeown.)

*Wichita.*—Rorabaugh Dry Goods Co. (T. O. Harris.)

## KENTUCKY

*Covington.*—John R. Choppin Co. (Stewart Kidd Co.)

*Georgetown.*—Herring-Jenkins & Co. (George Herring.)

*Louisville.*—The Stewart Dry Goods Co. (Mrs. Baxter.)

—J. Bacon & Sons. (Mrs. K. N. Brennan.)

—Kaufman Straus Co. (Z. Jacoby, Miss Jennie Borenstein.)

—Herman Straus & Sons Co., Inc. (Miss J. Levi.)

## LOUISIANA

*New Orleans.*—Maison Blanche Co. (Miss Kate Connelly.)

—D. H. Holmes Co. (E. H. Pritchett.)

—F. F. Hansell & Bros. (M. E. Hansell.)

*Lake Charles.*—The Muller Co., Ltd. (Miss J. Griffin.)

*Shreveport.*—The Hearne Dry Goods Co. (D. A. Corrie.)

## MAINE

*Augusta.*—Adams Dry Goods Co.

*Bangor.*—Freese's. (Paul Freese.)

—Wood & Ewer Co. (Miss Constantine.)

*Lewiston.*—B. Peck Co. (Miss B. A. Channell.)

*Portland.*—Owen Moore & Co. (Miss Fitzpatrick.)

—Haskell & Armstrong Co. (Walter S. Armstrong.)

—Porteous, Mitchell & Braun Co. (O. A. Moore.)

—J. R. Libby Co. (Ralph G. Libby.)

*Presque Isle.*—New York Store. (M. Wilkins.)

*Rockland.*—Fuller-Cobb-Davis, Inc.

*Rumford.*—Everett K. Day Co. (Miss M. Marcean.)

—C. H. McKenzie Co.

*Waterville.*—Wardwell Dry Goods Co.

## MARYLAND

*Cumberland.*—McMullen Bros. (Mr. Edwards.)

—Rosenbaum Bros.

*Baltimore.*—A. A. Brager. (A. Stanley Brager.)

—A. Eisenberg. (Chas. Herman.)

—Hotchschild, Kohn & Co. (J. J. Estabrook.)

—Stewart & Co. (Miss Elizabeth Conway.)

—Baltimore Bargain House, Wholesale. (B. W. Sebald.)

## MASSACHUSETTS

*Athol.*—Goodnow-Pearson-Orton Co. (O. Orton.)

*Beverly.*—Almy, Bigelow & Washburn.

*Brockton.*—James Edgar Co. (S. E. Murray.)

*Boston.*—Wm. Filene & Sons Co. (Mrs. F. A. Nudd.)

—Houghton & Dutton. (E. S. Woodman.)

—Jordan, Marsh Co. (E. A. Pitman.)

—Murphy Bros. Co. (Mrs. M. A. Crowley.)



—Shepard Norwell Co. (Victor Eckland.)  
 —Timothy Smith & Co. (G. W. Vinol.)  
 —R. H. White Co. W. C. Everett.)  
*Everett*.—J. W. Philbrick & Co.  
*Fall River*.—R. A. McWhirr Co. (Mr. Arm-  
 itage.)  
 —The Steiger-Cox Co. (W. Hoyle.)  
*Fitchburg*.—Nicholas & Frost. (J. H. Potter.)  
 —Parke Snow, Inc. (Charles A. Whipple.)  
*Franklin*.—"MacCables."  
*Gardiner*.—Goodnow-Pearson & Co. (M. Carl-  
 son.)  
*Gloucester*.—Wm. G. Brown & Co. (Wm.  
 G. Brown, Jr.)  
*Greenfield*.—J. Wilson & Co. (Miss Lane.)  
 —Almy, Bigelow & Washburn.  
*Haverhill*.—Mitchell & Co. (Miss G. W.  
 White.)  
*Lawrence*.—Reid & Hughes Co. (Mrs. Hen-  
 derson.)  
 —A. B. Sutherland Co. (Mr. McCabe.)  
*Lowell*.—A. G. Pollard Co. (Jas. A. Burns.)  
 —G. C. Prince & Son, Inc. (Mr. Sweatt.)  
*Lynn*.—P. B. Magrane Store, Inc. (Jos. A.  
 Magrane.)  
 —Burrows & Sanford. (A. A. Cully.)  
 —T. W. Rogers Co. (Mr. Haskell.)  
*Malden*.—F. N. Joslin & Co. (F. M. Loring.)  
*Middleboro*.—F. N. Whitman.  
*New Bedford*.—New Bedford Dry Goods Co.  
 (A. J. Potvin.)  
 —Steiger-Dudgeon Co.  
*North Adams*.—Consolidated Dry Goods Co.  
 (Mr. Reed.)  
*Northampton*.—Consolidated Dry Goods Co.  
 (H. Brown.)  
*Newburyport*.—Fisher & Co. (Mrs. A. Mer-  
 row.)  
*Pittsfield*.—England Bros. (Miss K. Man-  
 nion.)  
 —Holden & Stone Co. (John Wood.)  
*Salem*.—Almy, Bigelow & Washburn. (Mr.  
 Walsh.)  
*Somerville*.—Parke Snow, Inc. (Charles A.  
 Whipple.)  
*Springfield*.—Forbes & Wallace. (Mrs. Mur-  
 dough.)  
*Worcester*.—Barnard, Summer, Putnam Co.  
 (W. J. Jamison.)  
 —Denholm McKay Co. (Wm. J. Macmillan.)  
*Waltham*.—P. P. Adams Co. (Mr. O'Connor.)  
 —Parke Snow, Inc. (Charles A. Whipple.)

## MICHIGAN

*Bay City*.—Hawley Dry Goods Co. (Miss  
 Phyllis Beaudin.)  
*Detroit*.—Crowley, Milner & Co. (Miss A.  
 Mitchell.)  
 —Elliott-Taylor-Woolfenden Co. (J. L. Thor-  
 burn.)  
 —J. L. Hudson Co. (Mrs. A. S. Morris.)

*Escanaba*.—Fair Savings Bank Dept Store. (J.  
 N. Wolfstrom.)  
*Grand Rapids*.—Chas. Trankla & Co. (H. G.  
 Robertson.)  
 —Hazeltime & Perkins Drug Co. (J. H.  
 Hagy.)  
 —Herpolsheimer Co. (Mrs. M. Van Valken-  
 burgh.)  
*Jackson*.—Glasgow Bros. (Edgar Glasgow.)  
*Kalamazoo*.—J. R. Jones' Sons & Co. (W. O.  
 Jones.)  
 —Gilmore Bros. (Mrs. I. Howe.)  
 —Russell & Anderson, "Star Bargain." (Miss  
 Ward.)  
*Lansing*.—The F. N. Arbaugh Co. (R. J.  
 Powers.)  
 —J. W. Knapp Co. (Mrs. Ruth Barnett.)  
*Port Huron*.—J. B. Sperry & Co.  
*Saginaw*.—Wm. Barie Dry Goods Co. (L. A.  
 Goodman.)  
 —M. W. Tanner Co. (L. W. Bixby.)  
*South Haven*.—M. Hale & Co.  
*Traverse City*.—Hannah & Lay Mercantile Co.  
 (H. Baxter.)

## MINNEOTA

*Duluth*.—I. Freimuth. (David G. Loewies.)  
 —Glass Block Store Co., Inc. (Mrs. J. T.  
 Watson.)  
 —J. J. Moe & Sons Co. (A. H. Moe.)  
*Hutchinson*.—Braun's. (Henry Braun, Jr.)  
*Minneapolis*.—The Dayton Co. (John N.  
 Skinner.)  
 —Butler Brothers, Wholesalers. (W. G.  
 Trecker.)  
 —L. S. Donaldson Co. (Miss L. H. Musgrove.)  
 —Powers Mercantile Co. (L. H. Wells.)  
*St. Paul*.—"The Golden Rule." E. Higgins Co.  
 (Mr. Brown.)  
 —Emporium Mercantile Co. (Miss F. J. Mc-  
 Grane.)  
 —Mannheimer Bros.  
*Stillwater*.—The Murphy Co. (R. Murphy.)

## MISSOURI

*Carthage*.—Ramsay Bros. D. G. Co. (Mr.  
 Fulford.)  
*Columbia*.—The Missouri Store. (B. W. Lucas.)  
*Hamilton*.—Missouri Dry Goods Co. (Mr.  
 Green.)  
*Joplin*.—Newman Mercantile Co. (H. O.  
 Henderson.)  
*Kansas City*.—Jones Store Co. (A. M. Levy.)  
 —Geo. B. Peck Dry Goods Co. (P. A. Mc-  
 Kenna.)  
 —Emery Bird Thayer D. G. Co.  
*Maryville*.—Yehle Dry Goods Co., C. W. Yehle.  
*Mountain Grove*.—Glenn Mercantile Co.  
*Springfield*.—Chas. H. Heer Dry Goods Co.  
 (Mr. Heer.)  
*St. Joseph*.—Townsend, Wyatt & Wall Dry  
 Goods Co. (E. J. Townsend.)

*St. Louis.*—Butler Bros., Wholesalers. (Wm. A. Cunningham.)  
 —Famous & Barr Co. (P. J. Sefranka.)  
 —Scruggs, Vandevoort & Barney. (Mr. G. E. Klages.)  
 —Stix, Baer & Fuller Dry Goods Co. (Edwin I. Hyke.)

## MONTANA

*Butte.*—Hennessy Co. (J. S. Kula.)  
*Great Falls.*—Strain Bros. (G. C. Williams.)

## NEBRASKA

*Hastings.*—Stein Bros. Co. (Miss L. T. Hurlburt.)  
*Lincoln.*—Miller & Paine.  
 —H. Herpolsheimer Co. (M. B. Logan.)  
*Omaha.*—J. L. Brandeis & Sons. (W. A. Holland, care of Western B. & S. Co.)  
 —Burgess-Nash Co. (Miss K. Swartzlander.)  
 —Hayden Brothers. (E. Higgins Co.)  
 —Thos. Kilpatrick Co. (Robert Cowell.)

## NEVADA

*Reno.*—Gray, Reid, Wright Co. (Miss Ethel Leach.)

## NEW JERSEY

*Asbury Park.*—Steinbach Co. (Miss B. McIntyre.)  
*Atlantic City.*—M. E. Blatt Co.  
 —Schuldenfrei Dry Goods Co.  
*Burlington.*—R. G. Dunn.  
*Camden.*—Munger & Long. (W. M. Kneisel.)  
*East Orange.*—Muir Department Store. (Mr. Muir.)  
*Flemington.*—E. Vosseller. (Asher Stryker.)  
*Freehold.*—Levy Bros. (Mrs. M. Wilbur.)  
*Hackettstown.*—Walter L. Cooke.  
*Hammonton.*—Wm. L. Black. (Miss D. Durgan.)  
*Keyport.*—A. Salz & Co. (Miss Meehan.)  
*Long Branch.*—Jacob Steinbach. (Miss March.)  
*Newark.*—L. Bamberger & Co. (Miss M. Hancock.)  
 —Beger Dept. Store. (J. H. Larsen.)  
 —Hahne & Co. (J. Sheridan.)  
*Paterson.*—Meyer Bros. (L. L. Samuels.)  
 —Quackenbush & Co. (E. Spitz.)  
*Perth Amboy.*—Reynolds Bros. (Miss A. Baldwin.)  
*Plainfield.*—A. E. Force & Co. (A. E. Force.)  
*Red Bank.*—A. Salz Co. (Miss Predmore.)  
*Rutherford.*—W. E. Waller. (R. W. Meyers.)  
*Trenton.*—S. P. Dunham & Co. (Mrs. Schultz.)  
*West New York.*—Kruger's (Mr. Dwyer.)  
*Westfield.*—F. H. Schaefer & Co. (Mr. Moore.)  
*Westwood.*—W. E. Waller.

## NEW HAMPSHIRE

*Lebanon.*—A. B. Hunt.

*Manchester.*—Barton's Department Store. (Mr. Lamb.)

*Portsmouth.*—Lewis E. Staples.

*Peterboro.*—Goodnow & Derby. (H. Derby.)

## NEW YORK

*Albany.*—W. M. Whitney & Co. (Miss Anna M. Hartman.)  
 —John G. Meyers Co. (Miss H. F. Reilly.)  
 —Waldman Bros. (Mrs. C. E. Browne.)  
*Auburn.*—Foster, Ross & Co. (Clarence Kierst.)  
*Binghamton.*—Fowler, Dick & Walker. (Miss Harriet B. Mason.)  
 —Hills, McLean & Haskins. (Miss Mack.)  
 —Rosenthal & Rubin, Inc. ("The Fair.")  
*Brooklyn.*—Abraham & Straus. (Mrs. Kelly.)  
 —H. Batterman Co. (C. J. Bernard.)  
 —Burden & Co., Inc. (H. Ryan.)  
 —The McCormick Store. (Miss G. Smith.)  
 —Levi Bros. & Co. (George W. Hirsch.)  
 —Frederick Loeser & Co. (Miss E. Hubley.)  
 —J. D. Wilson & Son. (Mr. Mulholland.)  
*Buffalo.*—Adam, Meldrum & Anderson Co. (Henry J. Simons.)  
 —J. W. Adams & Co. (Miss H. J. Hall.)  
 —The Wm. Hengerer Co. (Miss T. J. Cummings.)  
*Canandaigua.*—The Anderson Store. (D. Curtis.)  
*Corning.*—Wing & Bostwick. (Mr. Perry.)  
*Elmira.*—Sheehan, Dean & Co. (Mr. Charles Dean.)  
*Glens Falls.*—Boston Store. (Mr. Bassinette.)  
*Gloversville.*—Argesinger Co., Inc. (W. A. Dockstader.)  
 —Martin & Naylor. (Mr. Strong.)  
*Haverstraw.*—Baum Bros. (C. K. Baum.)  
*Hoosick Falls.*—M. Lurie & Co. (Mr. Brahan.)  
*Herkimer.*—H. C. Munger Co. (Mr. Bachelor.)  
*Hudson.*—Marsh & Backman. (Miss Potts.)  
*Ithaca.*—Rothschild Bros. (Leon D. Rothschild.)  
*Jamestown.*—Jones & Audette. (C. L. Audette.)  
 —A. C. & C. A. Anderson Co.  
 —Abrahamson & Bigelow Co. (Herbert Hough.)  
*Johnson City.*—Roy Hancock.  
*Malone.*—Wm. P. Empsall & Co., Inc. (Wm. P. Empsall.)  
*Mt. Vernon.*—Genung-McArdle & Campbell. (Miss Baylis.)  
*New Rochelle.*—Ware's Department Store. (Miss I. Fowler.)  
*New York City.*—Adams, Flanigan Co. (Charles Cross.)  
 —Adams Senior Co. (Miss Smith.)  
 —Bach & Co. (Mr. Bach.)  
 —Barnett Bros. (Mrs. M. King.)  
 —Best & Co. (Miss E. Cugell.)



—Bloomington Bros. (Womrath & Peck.)  
 —L. M. Blumstein, 125th St. (Mr. Mahrer, Jr.)  
 —Butler Bros., wholesalers. (Henry Gerlach Jr.)  
 —John Daniell Sons & Sons. (Mrs. Jeannot.)  
 —Gimbel Brothers. (Miss Alice M. Dempsey.)  
 —James A. Hearn & Son. (Miss Grady.)  
 —H. C. F. Koch & Co. (Miss Conklin.)  
 —The Lord & Taylor Book Shop. (C. R. Crowell.)  
 —R. H. Macy Co. (Miss Grace Gaige.)  
 —James McCreary & Co. (Miss K. Bayne.)  
 —A. Neuhaus & Co., 466 Columbus Ave. (Miss Semple.)  
 —Francis Rogers & Son. (Miss McKay.)  
 —Rothenberg & Co. (H. J. Palmer.)  
 —James R. Senior, Inc. (Roy M. Senior.)  
 —Stern Brothers. (Miss Uhlenbush.)  
 —Syndicate Trading Co., wholesalers. (W. H. Arnold.)  
 —John Wanamaker. (Frank S. Smyth.)  
 —L. Wertheimer Dept. Store Co. (Mrs. R. F. Koester.)  
 Newburgh.—John Schoonmaker & Son. (F. A. Munger.)  
 Niagara Falls.—Jenss Bros. (Ernest Jenss.)  
 —Niagara Dry Goods Co. (Mr. Fischer.)  
 —Beir Bros. (Miss D. Newman.)  
 Nyack.—Harrison & Dalley. (Miss Lynch.)  
 Ogdensburg.—Nathan Franks Sons. (Leo Frank, Mrs. Julia Flaherty.)  
 Olean.—Bradner's Dept. Store.  
 —Up-to-Date "Variety Store," (F. H. Norton.)  
 Oneonta.—Oneonta Dept. Store. (L. Bresee.)  
 Oswego.—Geo. H. Campbell & Co. (Geo. H. Campbell.)  
 Peekskill.—Berger's Dept. Store. (Mr. Harding.)  
 Penn Yan.—The Metropolitan of Penn Yan.  
 Poughkeepsie.—Luckey, Platt & Co. (G. Gill.)  
 —Wallace Co. (Miss Mallaley.)  
 Rochester.—E. W. Edwards & Son.  
 —Burke, Fitzsimons, Home Co., Inc. (Edward Toole.)  
 —Duffy-Powers Co. (Charles E. Mench.)  
 —Sibley, Lindsay & Curr Co.—(R. G. Powers.)  
 Rome.—F. E. Bacon Co. (Miss Edith Murray.)  
 Saugerties.—Reed & Reed. (Mr. Macmillan.)  
 Schenectady.—H. S. Barney Co. (Miss Elizabeth A. Ledger.)  
 —The Boston Store. (Edw. Hooley.)  
 —The Wallace Co. (Clarence Brundage.)  
 Syracuse.—E. W. Edwards & Son.  
 —Chappell Dyer Co. Inc. (W. A. Dyer.)  
 —Dey Bros. & Co. (John B. Murphy.)  
 —The Hunter, Tuppen Co. (Miss Mary Hassett.)  
 —Syracuse Dry Goods Co. (J. W. Gusbacker.)  
 —W. Y. Foote Co. (L. A. Keating.)  
 Troy.—Wm. H. Fear & Co. (Richard V. Page.)

—Gay Company. (Miss Taylor.)  
 Utica.—A. S. & T. Hunter. (Miss Fitzgibbon.)  
 —Robert Frazer. (John T. McDermott.)  
 —John A. Roberts & Co. (Miss Clara Brown.)  
 Watertown.—Frank A. Empsall & Co. (Miss Edith Avery.)  
 Waverly.—B. C. Severance & Co.  
 Yonkers.—Marshall-Matheson Co. (W. S. Adler.)

## NORTH DAKOTA

Grand Forks.—R. B. Griffith Co. (F. C. Bundlie.)  
 Valley City.—The Fair. (C. J. Olsen.)

## OHIO

Akron.—The M. O'Neill Co. (William E. Glass.)  
 Ashland.—Home Co. (Ellsworth Shinn.)  
 Ashtabula.—D. L. Davis Co. (D. L. Davis.)  
 Cambridge.—Potter-Davis Co. (M. Hood.)  
 Canton.—Wm. R. Zollinger & Co. (Harry C. Zollinger.)  
 Cincinnati.—Hanke Bros. Co. (R. L. Davis.)  
 —The Fair Co. (Miss Ada L. Flynn.)  
 —McAlpin Co. (Miss B. McShane.)  
 —H. & S. Pogue Co. (Stewart Kidd.)  
 Cleveland.—Halle Brothers Co. (Miss V. S. Hutchinson.)  
 —Frieze & Schuele. (Charles Meyers.)  
 —Higbee & Co. (Miss Ella Valentine.)  
 —The May Co. (J. E. Williams.)  
 —John Meckes Sons Co. (W. Meckes.)  
 —The Stearn Co. (M. Altman.)  
 —Wm. Taylor Son & Co. (M. Lyon.)  
 Columbus.—Columbus Dry Goods Co. (R. H. Schneff.)  
 —F. R. Lazarus Co. (W. J. Huber.)  
 Dayton.—Alder & Childs.  
 —Elder & Johnson Co. (Fred Fleischauer.)  
 —W. F. Ollman & Co.  
 —Rike-Kumler Co. (Miss P. M. Hale.)  
 Findlay.—C. F. Jackson Co. (George Stringfellow.)  
 Hamilton.—Robinson-Schwenn Co. (Mr. Schwenn.)  
 —Mahes Sohngen Co. (Mr. Sohngen.)  
 Lima.—Deisel Co.  
 Middletown.—The John Ross Co. (John Ross.)  
 Mount Vernon.—Woolson Co. (E. T. Guidor.)  
 Norwalk.—C. F. Jackson Co. (F. E. Hartee.)  
 Portsmouth.—Anderson Bros. Co. (E. E. Hamilton.)  
 Sandusky.—Herb & Meyers Co. (A. F. Macmillan.)  
 —Sidney.—The Thedieck Dept. Store. (Frank Thedieck.)  
 Springfield.—The Edw. Wren Co. (C. J. Weichel.)

*Toledo*.—W. L. Milner & Co. (E. Higgins Co.)  
 —LaSalle & Koch Co. (Doubleday, Page & Co.)  
 —Lion Store. (Mrs. E. H. Hubbard.)  
*Washington Court House*.—Jess W. Smith.  
*Youngstown*.—G. M. McKelvey & Co. (George Holsinger.)  
 —The Strouss-Hirschberg Co. (T. A. Neely.)  
*Xenia*.—Jobe Bros. (K. B. Bloom.)

## OKLAHOMA

*Ada*.—Shaw's Department Store. (Mr. Shaw.)  
*Enid*.—Kennedy Mercantile Co. (Mr. Price.)  
*Guthrie*.—F. O. Lutz Dry Goods Co. (A. Baker.)  
*Oklahoma City*.—Rorabaugh Brown D. G. Co. (R. L. Webb.)  
*Tulsa*.—Halliburton Abbot D. G. Co. (C. F. Hawkins.)

## OREGON

*Portland*.—Meier & Frank Co. (Vivian P. Cooley.)  
 —Olds, Wortman & King. (Mrs. J. W. Pounce.)  
*Salem*.—Patton Bro. (H. D. Patton.)

## PENNSYLVANIA

*Allentown*.—Hess Bros. (Mrs. M. Goepfel.)  
 —H. Leh & Co. (Miss Lillian Snyder.)  
 —Zollinger-Harnard Co. (Miss Bessie Sander.)  
*Altoona*.—Wm. F. Gable & Co. (Sidney S. Koch.)  
*Bethlehem*.—The Bush & Buhl Co. (Mr. Stecher.)  
*Bloomsburg*.—F. P. Pursel. (J. N. Knies.)  
*Bloomsburg*.—Gelb & Meyer. (D. Meyer.)  
*Bradford*.—Leslie H. Russ.  
*Butler*.—W. J. Offut Co. (Charles R. Kriner.)  
*Carlisle*.—Imperial Dept. Store. (A. L. Roberts.)  
*Charleroi*.—J. W. Berryman & Son.  
*Clearfield*.—Leitzinger Bros. (J. Leitzinger.)  
*Connellsville*.—Wright Metzler Co. (Robert Evans.)  
*Cresson*.—Gross Department Store. (B. Gross.)  
*Easton*.—Bush & Buhl Co. (Miss Florence Waite.)  
 —Wm. Laubach & Sons. (Charles M. Laubach.)  
*Erie*.—Erie Dry Goods Co. (A. E. Smith.)  
 —Trask, Prescott & Richardson. (A. R. Wormath.)  
*Danville*.—P. C. Murray & Son. (Charles Murray.)  
 —George Grove Keefer.  
 —R. L. Clymer.  
*Doylestown*.—A. F. Scheetz's Son. (Miss Stommer.)  
*Harrisburg*.—Dives, Pomeroy & Stewart. (L. V. Harvey.)

*Hazleton*.—Fowler D. G. Co. (H. A. Schmall.)  
*Jeanette*.—Ely Bros. (John Ely.)  
*Jersey Shore*.—Sallada Bros. (Jesse Saft.)  
*Johnstown*.—Penn Traffic Co. (Roland A. Gibson.)  
*Lancaster*.—Leinbach & Co. (Charles Wagner.)  
 —The Donovan Co. (Mrs. Myers.)  
 —Watt & Shand. (Edward G. Ely.)  
 —L. B. Herr & Son. (E. Herr.)  
*Lebanon*.—Bon-Ton Department Store. (Miss Danpman.)  
*Lewistown*.—E. E. McKeen & Co. (Ralph McMeen.)  
*Lock Haven*.—Smith & Winter. (Mr. Winter.)  
*Mifflin*.—E. E. McKeen & Co.  
*Monessen*.—A. R. Ney Co. (A. R. Ney.)  
*Nanticoke*.—J. B. Scureman Co. (Mr. Scureman.)  
*New Castle*.—New Castle Dry Goods Co. (G. C. Fox.)  
 —W. J. Offut Co. (Charles R. Kriner.)  
*New Kensington*.—H. R. Nainwright Co. (Miss Fanny Ross.)  
*Oil City*.—C. H. Smith & Sons Co. (Mr. Nichols.)  
*Philadelphia*.—Gimbel Bros. (Benedict Freud.)  
 —Lit Bros. (Miss K. A. Callan.)  
 —N. Shellenburg & Co. (Mrs. M. Lansdale.)  
 —Strawbridge & Clothier. (Fred F. Mattison.)  
 —John Wanamaker. (Walter H. Cox and W. B. Eason.)  
*Pittsburgh*.—Boggs & Buhl, Inc. (A. K. Betteridge.)  
 —Joseph Horne Co. (J. C. Kemp.)  
 —Kaufman & Baer Co. (Western Book & Stationery Co.) (J. Frey.)  
 —Kaufman's. (Wm. McGhee and Miss A. Morris.)  
*Pittston*.—Gompertz Dept. Store. (Mr. Asherbrand.)  
*Pottsville*.—Dives, Pomeroy & Stewart.  
*Reading*.—Dives, Pomeroy & Stewart. (C. C. Chrismer.)  
*Ridgway*.—Smith Bros. Co. (Mr. Townsend.)  
*Stroudsburg*.—A. B. Wyckoff. (Miss I. McCarthy.)  
*Sheffield*.—C. H. Smith Co.  
*Scranton*.—Scranton Dry Goods Co. (Mrs. Alice Kinney.)  
*Tyrone*.—The Templeton Co. (Mr. Templeton.)  
*Uniontown*.—Rosenbaum Bros. (I. Rosenbaum.)  
 —Wright, Metzler Co. (Miss F. Starr.)  
*Warren*.—Smith, Metzler-Wright Co. (E. W. Garrison.)  
*Washington*.—The Vera Co.  
*Wilcox*.—Smith Bros. Co. (C. D. Gleason.)  
*Wilkes-Barre*.—MacWilliam's. (Miss Loretta Dettes.)  
 —Fowler, Dick & Walker. (Thomas F. Heferman.)



*Williamsport.*—Bush & Bull Co. (J. T. O'Brien.)

## RHODE ISLAND

*Newport.*—The King McLeod Co. (J. H. Barrett.)

—Wm. Leys D. G. Co.

*Providence.*—Callender, McAuslan & Troup Co. (R. F. Meyersahm.)

—J. Samuels & Bro., "The Outlet." (Mr. Sullivan.)

—The Shepard Co. (Mrs. L. Brinkerhoff.)

*Woonsocket.*—The Harris & Mowry Co. (Mr. Hanson.)

## TENNESSEE

*Chattanooga.*—Miller Bros. Co. (I. C. Seiving.)

*Knoxville.*—Anderson, Dulin-Varnell Co. (Lyle Brunner.)

—Cadwell Edington Dept. Store. (E. F. Cadwell.)

—The M. M. Newcomer Company. (H. C. Eisenberg.)

*Memphis.*—J. Goldsmith & Sons Co. (David S. Levey.)

—B. Lowenstein & Bros. Inc.

*Nashville.*—Lebeck Bros. (Mr. Powrie.)

## TEXAS

*Austin.*—E. M. Scarborough & Son. (S. H. Sherman.)

*Dallas.*—Sanger Brothers. (Miss B. Praeger.)

*Forth Worth.*—The Fair. (Mr. Hall.)

—W. C. Stripling Co. (M. T. Turner.)

*Galveston.*—Mistrol & Alove.

*Houston.*—W. C. Munn Co. Inc. (J. H. Hill.)

*San Antonio.*—Wolff & Marx Co. (A. F. Dugosh.)

—Joske Bros. Co. (Miss D. Schmieding.)

## UTAH

*Logan.*—Shambart Christiansen Co. (Miss Louise Peterson.)

*Salt Lake City.*—Walker Bros. Dry Goods Co.

—Keith-O'Brien Co. (F. J. Foulger.)

## VERMONT

*Bellevue Falls.*—Goodnow Jewett & Bishop. (J. J. Keating.)

*Burlington.*—Combination Cash Store Co. (A. W. Gorton.)

*Montpelier.*—The McCuen Store. (Mrs. Polard.)

*Orleans.*—The Whipple-French Co.

## VIRGINIA

*Newport News.*—C. S. & J. W. Robinson. (Miss M. T. Blant.)

*Norfolk.*—Miller, Rhoades & Swartz, Inc. (Wm. Schneer.)

*Richmond.*—Miller & Rhoades, Inc. (Miss Luella Duzan.)

—The Cohen Co., Inc.

*Roanoke.*—George MacBain Co. Inc. (A. A. Johnson.)

## WASHINGTON

*Everett.*—The Grand Leader Dry Goods Co. (B. Hodstadter.)

*Seattle.*—The Bon Marché. (W. M. Thorn.)

—Frederick & Nelson. (Miss Gertrude Andrus.)

*Spokane.*—Kemp & Hebert. (Miss Dyer.)

—Spokane Dry Goods Co. (C. D. Gillette.)

—E. S. Burgan & Son. (Fred McHenry.)

—Palace Store Co. (A. W. Hertzka.)

*Tacoma.*—Rhodes Bros., Inc. (F. J. LePenske.)

*Walla Walla.*—Hanger & Thompson. (Mr. Hanger.)

## WEST VIRGINIA

*Fairmont.*—J. M. Hartely & Son. (Mr. Round.)

*Huntington.*—Deardorff-Sisler Co. (Miss Inez Jordan.)

—Anderson Newcomb Co. (Mr. Ryan.)

*Parkersburg.*—W. I. Boreman & Co. (Miss L. Kessel.)

*Wheeling.*—Stone & Thomas. (W. E. Round.)

## WISCONSIN

*Appleton.*—The Pettibone Peabody Co. (H. S. Past.)

*Eau Claire.*—The Kepler Co. (Miss Margaret E. Kelley.)

*La Crosse.*—Wm. Doerflinger Co. (Mr. Fielder.)

*Marinette.*—Lauerman Bros. Co. (Louis Peter.)

*Milwaukee.*—Ed. Schuster & Co., Inc.

*Oshkosh.*—The Henderson-Hoyt Co. (Miss G. S. La Moe.)

*Sheboygan.*—H. C. Prange Co. (Emil Barth.)

*Superior.*—Lightbody, Wingate Co. (Wm. S. Wingate.)

—Roth Bros. Co. (Miss Margaret Collins.)

*Watertown.*—Schempf Bros. Co. (Miss Link.)

## WYOMING

*Sheridan.*—Stevens, Fryberger & Co. (Mr. Stevens.)

## The Weekly Record of New Publications

This list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

*The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.*

*Imprint date is stated [or best available date, preferably copyright date, in bracket] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date: otherwise simply "c." No ascertainable date is designated thus: [n. d.].*

*Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); Tt. (32mo: 12½ cm.); Ff. (48mo: 10 cm.); sq., obl., nar., designate square, oblong, narrow.*

### Aitchison, Leslie

Engineering steels; an exposition of the properties of steel for engineers and users to secure economy in working and efficiency of result. 427 p. il. pls. (part fold.) O '21 N. Y., Van Nostrand \$6 n.

### Allison, William

A secret of the sea; front. by Rudolph F. Tandler. 328 p. D (Copyright fiction) [c. '20] N. Y., Burt 75 c.

### Applegarth, Margaret Tyson

Next door neighbors; thumbnail sketches from home missions. 160 p. D c. '21 N. Y. & Chic., Revell \$1.25 n.

### Asquith, Mrs. Margot Tennant

Margot Asquith; an autobiography; two volumes in one; [new ed.] 16+282 p. front. (por.) pors. O [c. '20] N. Y., Doran \$4 n.

### Babson, Roger Ward

The future of the churches; historic and economic facts. 112 p. D c. '21 N. Y. & Chic., Revell bds. \$1 n.

### Barclay, Mrs. Florence Louisa Charlesworth [Mrs. Charles W. Barclay]

The life of Florence L. Barclay; a study in personality; by One of her daughters. 306 p. front. (por.) pls. pors. D '21 N. Y., Putnam \$3 n.

### Bartholomew, John George, and Lyde, L. W.

Supplement [1914] to the School economic atlas. 32 p. maps Q '21 N. Y., Oxford Univ. Press pap. \$1.15

### Barton, Walter E., and Browning, Carroll W.

Federal income tax laws; correlated and annotated, including the act of 1921. 525 p. O '22 Wash., D. C., John Byrne & Co., 715-14th St. N. W. buck. \$10

### Bates, Mrs. Margaret Holmes Ernsperger

Browning critiques. 295 p. D c. '21 Chic.,

The Morris Book Shop, 24 Wabash Ave. \$2 n.  
Interpretations of the poems of Browning.

### Bazin, René François Nicolas Marie

Bazin, récits du temps de la guerre; adapted and ed. by A. Truan; edition autorisée; [with vocabulary.] 126 p. O (Oxford junior French ser.) '21 N. Y., Oxford Univ. Press \$1

### Beer, Thomas

The fair rewards. 292 p. D [c. '22] N. Y., Knopf \$2.50 n.

A story of the American stage, spanning the period from the Frohmans' opening of "The Prisoner of Zenda" to "The Jest."

### Bennett, Hugh Garner

Animal proteins. 300 p. O '21 N. Y., Van Nostrand \$3.75 n.

### Benson, Edwin

Life in a mediaeval city; il. by York in the XVth century. 84 p. fronts. il. D '20 N. Y., Macmillan \$2 n.

### Boak, Arthur Edward R.

A history of Rome to 565 A. D. 16+444 p. (634 p. bibl.) front. (map) maps O c. '21 N. Y., Macmillan \$3.25 n.

The author is professor of ancient history, University of Michigan.

### Bockmann, Friedrich

Celluloid; its raw material, manufacture, properties and uses; tr. from the 3rd rev. German edition; 2nd ed. rev. and enl. by H. B. Stocks. 196 p. il. O '21 N. Y., Van Nostrand \$3 n.

### Boyd, Eleanor Herr [Mrs. John Y. Boyd]

How Granny told the Bible stories. 177 p. pls. O [c. '21] N. Y., The Book Stall, 113 Fulton St. \$2

Stories for little children of the Old Testament.

### Bradby, Godfrey Fox

The way; [the Gospel story.] 40 p. O '21 N. Y., Oxford Univ. Press pap. 70 c.

### Aiyangar, S. Krishnaswami

South India and her Muhammadan invaders; with 16 il. and a map; [with geographical notes and an appendix.] 16+258 p. O '21 N. Y., Oxford Univ. Press \$6.75

### Andrews, Melvin Brainerd

How to work your way through college. 63 p. O

c. '21 Greensboro, N. C., [Author] pap. 75 c. n.

### Barbee, Lindsey

The story of Gamma phi beta; statistics comp. by Florence Macaulay Ward; photographs collected by Grace Partridge Underhill. 206 p. pls. pors. O [c. '21] Menasha, Wis., Geo. Banta Pub. Co. \$1.50 n.



**Brooks, Fowler Dell**

Changes in mental traits with age determined by annual re-tests. 86 p. (13/4 p. bibl.) tabs. diags. O (Contributions to education, no. 116) c. '21 N. Y., Teachers College, Columbia University, 241 W. 120th St. pap. \$1.25; \$1.60

Partial contents: Mental traits; Status of the subject by age and sex; Sex differences; Current psychological opinion and the results of re-tests.

**Bryce, James Bryce, Viscount**

The study of American history; being the inaugural lecture of the Sir George Watson chair of American history, literature, and institutions. 118 p. D '22 c. '21-'22 N. Y., Macmillan \$1.50 n.

The author deals with the Revolutionary and Civil wars, the constitutional powers of the President and Senate, the influence of immigration upon the American character and the American achievement of personal liberty.

**Buck, Arthur Eugene**

Budget making; a handbook on the forms and procedure of budget making with special reference to states. 7+234 p. tabs. O c. N. Y., Appleton \$3 n.

Partial contents: The budget and its relation to government work; Classification of the budget information; Reviewing and revising the estimates; Business standards and methods needed in carrying out the budget; Administrative organization and the budget.

**Burns, Cecil Delisle**

The principles of revolution; a study in ideals. 155 p. O '21 N. Y., Oxford Univ. Press \$1.75 n.

**Burroughs, Prince Emanuel**

Building a successful Sunday school. 198 p. D c. '21 N. Y. & Chic., Revell \$1.50 n.

**Butler, T. Howard**

An oil trade calculator for easy conversion of weights to gallons at different specific gravities. 209 p. O '21 N. Y., Van Nostrand \$3 n.

**Cameron, J. W.**

Centrifugal pumps. 150 p. il. O '21 N. Y., Van Nostrand \$3.75 n.

**Canney, Maurice Arthur**

An encyclopedia of religions. 9+397 p. sq. O '21 N. Y., Dutton \$10 n.

A reference book containing up-to-date information of the ancient and modern religions, philosophies, folklores and allied subjects.

**Carleton, S. See Jones, Susan****Carver, William Owen**

The Bible; a missionary message; a study of ideals and activities. 192 p. D c. '21 N. Y., Revell \$1.50 n.

**Chambers, Robert William**

The slayer of souls. 7+301 p. D (Copyright fiction) [c. '20] N. Y., Burt 75 c.

**Clarke, Charles Allen**

First fruits in Korea; a story of church beginnings in the Far East. 338 p. il. D c. '21 N. Y. & Chic., Revell \$1.75 n.

**Coupland, Reginald**

The study of the British commonwealth; an inaugural lecture delivered before the University of Oxford on 19 November, 1921. 32 p. O '21 N. Y., Oxford Univ. Press pap. 90 c.

**Crane, Arthur Griswald**

Education for the disabled in war and industry; army hospital schools: a demonstration for the education of disabled in industry. 83 p. pls. charts tabs. O (Contributions to education, no. 110) c. '21 N. Y., Teachers College, Columbia University \$1.75 n.

**Dale, G. H. C.**

Map reading; with an introd. by Lieut.-Col. E. M. Jack. 170 p. il. fold. pls. maps diags. (part fold.) D '21 N. Y., Macmillan \$2.50 n.

**Dargan, Olive Tilford, and Peterson, Frederick**

The flutter of the goldleaf and other plays. 114 p. D c. N. Y., Scribner \$1.50 n.

This volume also contains "The Journey," "Every-child," and "Two Doctors at Akragas."

**Davis, Lyman Edwyn**

Democratic methodism in America; a topical survey of the Methodist Protestant church. 267 p. D c. '21 N. Y. & Chic., Revell \$1.50 n.

**Day, Holman Francis**

The rider of the king log; a romance of the northwest border; with front. by Harold Brett. 499 p. D (Copyright fiction) [c. '19] N. Y., Burt 75 c.

**De Forest, Marian**

Little women, a comedy in four acts; adapted from the story by Louisa M. Alcott, by arrangement with Jessie Bonstelle. 142 p. pls. D [c. '21] N. Y., S. French pap. 75 c.

**Demosthenes**

Demosthenes orations; recognovit brevique adnotatione critica instruit W. Rennie; tomus 2, pars. 2. 12+196 p. O (Oxford classical texts) '21 N. Y., Oxford Univ. Press pap. \$1.50; \$2 n.

**Dickson, Leonard Eugene**

First course in the theory of equations. 6+168 p. il. O '21 N. Y., Wiley \$1.75 n.

**Dobson, Edward**

A rudimentary treatise on the manufacture of bricks and tiles; 13th ed. rev. and amplified by Alfred B. Searle. 118 p. il. O '21 N. Y., Van Nostrand \$2.75 n.

**Brosnan, William J.**

Institutiones theologiae naturalis ad usum scholarum accomodatae, auctore Gulielmo J. Brosnan. 10+396 p. O '21 Chic., Loyola Univ. Press, 1076 W. Roosevelt St. \$3.50 n.

**Burks, Martin Parks**

Pleading and practice in actions at common law; and ed., by Carlisle Havelock Morrisett; [Civil

procedure—Virginia.] 76+1150 p. O [c. '21] Charlottesville, Va., Surber-Arundale Co., Inc. \$15

**Church, Arthur Henry**

Elementary notes on the Systematy of angiosperms. 72 p. O (Botanical memoirs, no. 11) '21 N. Y., Oxford Univ. Press pap. \$1.60 n.

Introduction to the Systematy of Indian trees. 50 p. O (Botanical memoirs, no. 12) '21 N. Y., Oxford Univ. Press pap. \$1.15

**Dumas, Alexandre**

The three musketeers; tr. by William Robson with a letter from Alexandre Dumas, fils, and 250 il. by Maurice Leloir, engraved on wood by J. Huyot. 24+357 p. front. (por.) pls. il. O (Copyright ed.) '22 c. '95 N. Y., Appleton \$3 n.

The three musketeers. 398 p. O (The international pocket library) [n. d.] Bost., The Four Seas Co. pap. 25 c.

**Dumesny, P., and Noyer, J.**

Wood products, distillates and extracts, tr. from the French; 2nd ed., rev. and enlarged by H. B. Stocks. 118 p. il. O '21 N. Y., Van Nostrand \$6.50 n.

**Dunn, Fannie Wyche**

Interest factors in primary reading material. 70 p. tabs. O (Contributions to education, no. 113) c. '21 N. Y., Teachers College, Columbia University pap. \$1.25; \$1.60 n.

Partial contents: The constitution of primary reading material; The method of the present study; General tendencies of children's reading; Variations in interest and their causes; Adult discernment of children's tastes.

**E M F** (The) electrical year book for 1922; a complete reference book of the electrical industry; comprises a comprehensive encyclopedia of the electrical industry; a modern, authentic electrical dictionary; a complete, unbiased trade directory of electrical and allied products and their manufacture; 5th annual ed.; ed. by W. T. Watt [and others.] 1000 p. il. O '22 N. Y., Van Nostrand \$10 n.

**Ewart, Wilfred**

Way of revelation; a novel of five years. 534 p. D ['21] N. Y., Putnam \$2 n.

A story of England, during and after the war.

**Fabre, Jean Henri Casimir**

The life of the weevil; tr. by Alexander Teixeira de Mattos. 346 p. D c. N. Y., Dodd, Mead \$2.50 n.

**Fagley, Frederick L.**

Parish evangelism; an outline of a year's program. 121 p. D c. '21 N. Y. & Chic., Revell \$1 n.

**Farnham, Dwight Thompson**

America vs. Europe in industry; a comparison of industrial policies and methods of management. 18+492 p. (3½ p. bibl.) il. diagrs. pls. tabs. O c. '21 N. Y., Ronald Press \$4 n.

Partial contents: European and American business methods; Organization; European and American labor; Purchase and storage; Rate-setting and incentives abroad; Personnel direction; Selection and education of employees; Definitions of British labor terms.

**Finer, Herman**

Foreign governments at work; an intro-

ductory study. 84 p. O (The world of to-day ser., v. 24) '21 N. Y., Oxford Univ. Press \$1

**Folwell, William Watts**

A history of Minnesota; in 4 v.; v. 1 [introd. by Solon J. Buck]. 17+533 p. front. pls. maps il. O c. '21 St. Paul, Minn., Minnesota Historical Society apply

This volume deals with the period of beginnings—from the coming of the first white man to the organization of Minnesota as a state in 1857, almost two centuries.

**Footner, Hulbert**

The woman from "outside" on Swan River. 2+268 p. D [c. '21] N. Y., McCann \$1.90 n.

**Fowler, Henry Watson**

On hyphens and shall and will, should and would in the newspapers of to-day; correspondence, etc., George Saintsbury, Robert Graves, John Sargeant. 30 p. O (Society for pure English, tract no. 6) '21 N. Y., Oxford Univ. Press pap. \$1.15

**Gowing, Sidney**

The joy of living. 4+255 p. front. D c. N. Y., Putnam \$1.75 n.

A humorous novel of present day England.

**Gregg, David, D.D.**

A book of remembrance; with biographic sketch. 254 p. il. D c. '21 N. Y. & Chic., Revell \$2 n.

**Gregg, John Robert**

Gregg reporting shortcuts. 348 p. front. (por.) D [c. '22] N. Y., Gregg Pub. Co., 77 Madison Ave. \$1.25 n.

For writers of Gregg Shorthand who desire to become reporters, and particularly for those who wish to become court reporters.

**Gurnhill, James**

Christian philosophy; discussed under the topics of absolute values, creative evolution and religion. 11+100 p. O '21 N. Y., Longmans, Green \$2 n.

This volume is a continuation and further development of the author's previous contributions to the study of spiritual philosophy.

**Hague Peace Conferences**

The proceedings of the Hague peace conferences; tr. of the official texts; conferences of 1899 and 1907; Index volume. 8+272 p. O (Carnegie endowment for international peace) '21 N. Y., Oxford Univ. Press \$5 n.

Supplied without additional charge with sets of the Proceedings.

**Hammond, Edward K.**

Dynamic and static balancing; a treatise on dynamic and static methods of balancing rotating parts, including the application of different types of balancing apparatus. 58 p. il. diagrs. O (Machinery's blue books) '21 N. Y., Industrial Press, 140 Lafayette St. 50 c. n.

**Farnell, Lewis Richard**

Greek hero cults and ideas of immortality; the Gifford lectures delivered in the University of St. Andrews in the year 1920. 16+434 p. O '21 N. Y., Oxford Univ. Press \$7.20

**Fiero, James Newton**

Particular actions and proceedings in the courts

of record of the state of New York under the Civil practice act and Consolidated law; law, practice and forms; 4th ed. by Arthur F. Curtis; [this edition covers the matter formerly treated in Fiero On special actions, 3rd edition, 1908; and Special proceedings, 3rd ed., 1912.]; 3 v. [v. 1-2 ready.] 3000 p. O Albany, N. Y., M. Bender & Co. buck. \$30 n.



**Harper, William Allen**

The church in the present crisis. 272 p. D c. '21 N. Y. & Chic., Revell \$1.75 n.

**Hartman, Gertrude**

The child and his school; an interpretation of elementary education as a social process; [with a bibliography of sources for subject-matter, 56½ p.] 13+248 p. D [c. '22] N. Y., Dutton \$3 n.

Partial contents: The scientific basis of education; The significance of childhood; The relations of occupations to the development of social life; The educative process; A call to teachers.

**Harvey, Arthur**

Tanning materials; with notes on tanning extract manufacture. 189 p. il. O '21 N. Y., Van Nostrand \$3.75 n.

**Hawtreys, R. G.**

The exchequer and control of expenditure. 72 p. O (World of to-day ser., no. 22) '21 N. Y., Oxford Univ. Press pap. \$1 n.

**Hayes, Hiram Wallace**

The peacemakers; a tale of love. 10+420 p. D (Copyright fiction) [c. '09-'21] N. Y., Burt 75 c.

**Hayes, Stephen Q.**

Switching equipment for power control. 470 p. il. O '21 N. Y., McGraw-Hill \$4 n.

**Hendryx, James Beardsley**

Snowdrift: a story of the land of the strong cold. 4+381 p. D c. N. Y., Putnam \$1.75 n.

A romance of the barrens "straight north—between the Mackenzie and the Bay," where Snowdrift, waif of the Arctic, Indian bred, bearing a false burden of shame, and Carter Brent, find their happiness among the icy wastes.

**Hill, Howard Copeland**

Community life and civic problems. 20+528+33 p. front. il. pls. maps O [c. '22] Bost., Ginn \$1.40 n.

**Howard, George Fitzalan Bronson**

The black book; being the full account of how the Book of the betrayers came into the hands of Yorke Norroy, secret agent of the Department of state; compiled from the narrative of Miss Clovis Clarke and other authentic sources, in the archives of the Bureau of Counter-espionage and secret intelligence; front. by Paul Stahr. 7+294 p. D (Copyright fiction) [c. '20] N. Y., Burt 75 c.

**Johnston, Allen W.**

The Roman Catholic Bible and the Roman Catholic church; with foreword by David James Burrell, D.D. 139 p. D [c. '21] N. Y. & Chic., Revell \$1.25 n.

**Hamilton, Mrs. Margaret Porch**

The federal convention, dramatized. 30 p. O [c. '21] Leonia, N. J., [Author], 455 Park Ave. priv. pr. 50 c.

**Heath, Sir Thomas Little**

A history of Greek mathematics; 2 v.; v. 1, From Thales to Euclid; v. 2, From Aristarchus to Diophantus. 16+446; 12+586 p. diags. il. O '21 N. Y., Oxford Univ. Press \$17

**Jones, John Morris**

An elementary Welsh grammar; pt. 1, Phonology and accidence. 16+198 p. O '21 N. Y., Oxford Univ. Press \$1.35 n.

**Jones, Susan Carleton [S. Carleton, pseud.]**

The La Chance mine mystery; with front. by George W. Gage. 304 p. D (Copyright fiction) [c. '20] N. Y., Burt 75 c.

**Jordan, James B.**

Crystallography; a series of nets for the construction of models illustrative of simple crystalline forms. no paging col. pls. Q '21 N. Y., Van Nostrand Co. pap. \$1

**Kaepfel, J. C. Albert, and Kretzmann, Paul Edward**

Soli Deo gloria; [a cantata with German and English text.] 139 p. O '21 St. Louis, Mo., Concordia Pub. House, Jefferson Ave., cor. Miami St. pap. \$1.25.

**Kelland, Clarence Budington**

The little moment of happiness. 400 p. front. D (Copyright fiction) [c. '19] N. Y., Burt 75 c.

**Ketchum, Milo Smith**

Design of steel mill buildings; 4th ed., completely rewritten and greatly enlarged. 656 p. il., tabs., pls. (part fold.) O '21 N. Y., McGraw-Hill \$6 n.

**Keynes, John Maynard**

The revision of the treaty; a sequel to The economic consequences of the peace. 8+242 p. O c. N. Y., Harcourt, Brace & Co. \$2 n.

Partial contents: From the ratification of the Treaty of Versailles to the Second Ultimatum of London; The Reparation bill; The legality of the claim for pensions; Reparation, Inter-Ally debt, and international trade; The revision of the treaty and the settlement of Europe.

**Kimball, Everett**

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## Rare Books, Autographs and Prints

**U**NSOLD or returned books of the Henry Huth collection, numbering 232 lots, will be sold at Sotheby's in London February 27.

Hitherto unpublished chapters from the "Autobiography" of Mark Twain are now appearing in *Harper's Magazine*. Selections were printed in the *North American Review* in 1906 and 1907 but the greater portion of the manuscript remained unpublished.

Another important Dickens collection, that of William Glyde Wilkins of Pittsburgh, rich in first editions and Dickensiana of every description, will be sold at the Anderson Galleries, February 13 and 14. Mr. Wilkins has been one of the most enthusiastic and constant of American Dickens collectors and the gathering that he has made has never been surpassed in general interest.

The Harvard University Corporation has passed a resolution opposing the book schedule of the Fordney Tariff Bill and has forwarded the same to Chairman Fordney. The resolution states that in the opinion of the corporation the proposal would "seriously handicap American libraries, teachers and men of science and would accomplish no useful purpose commensurate with the harm done to American scholarship."

The next booksale at the American Art Galleries will be held on February 27 when the collection of colonial and constitutional laws from the library of Russell Benedict, justice of the supreme court of New York, will be dispersed. This collection not only contains some very rare lots of colonial New York laws but of the other original thirteen colonies as well. It is said to be one of the most important collections of its kind in this country.

Among the various commemorations of the sixth centenary of Dante's death in Europe, the most important was that held by the Laurentian Library at Florence. Here were seven rooms filled with the rarest known manuscripts, first and early editions, translations, author's letters and manuscripts and personal relics of the great Italian poet. This library alone contains 180 early manuscripts of Dante's writings or of books relating to him. To these manuscripts and other material were added loans from private collections and

other well-known libraries in Italy. Some Dante scholars who went to Florence especially to see this exhibition have written with the greatest enthusiasm about it.

Not since Walter T. Wallace was gathering his important library a decade ago and personally attending the auctions and doing his own bidding, has another collector followed the same course to the extent that William R. Hearst is now doing. George G. Smith, it will be remembered, made Mr. Wallace pay very high prices for many of his books. But times have greatly changed since those days. There has been no indication that the trade has resented Mr. Hearst's independent buying. Of course Mr. Hearst has paid pretty well for some of his books but this was because he is always buying the best and when he wants a lot he is quite willing to pay for it. Mr. Hearst seems to enjoy the sport very much and he adds a picturesque and dramatic element to the sales he attends that makes him doubly welcome to those who attend for the entertainment that they can get out of them.

The Ruskin collection of Charles E. Goodspeed, the Boston rare book dealer, the result of many years of painstaking search, consisting of first and other editions of interest and importance and a vast amount of Ruskiniana, said to be the most extensive in this country and probably not surpassed by any in England with the possible exception of that belonging to Sir Alexander Wedderburn, has been presented to the Wellesley College Library. This library has also received important gifts from Prof. George Herbert Palmer of his Tennyson and Browning collections consisting of first and rare editions, complete in the case of Tennyson, and also in that of Robert and Elizabeth Barrett Browning with the exception of "Pauline." Both include manuscripts of great value; in the one case, the still unpublished love letters of Arthur Hallam to Emily Tennyson, and, in the other, the original manuscript of "Aurora Leigh," corrected and interlined and annotated so as to be almost undecipherable.

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Key to Hebrew-Egyptian Myseries, Ralston Skinner.

History of The Talmud, 2 vols. in 1.  
Fishing with the Fly, Chas. F. Orris, pub. by J. J. Little.

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of Measure originating the British Inch and the

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The Horoscope, Dumas, Library ed., pub. Little, Brown Co.

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Anderson, Sherwood, Windy McPherson's Son, 1916.

Anderson, Sherwood, Mid-Western Chants, 1918.

Conrad, Joseph, first editions.

Hergesheimer, First editions.

Trevena, John, any titles.

Wharton, Edith, Decoration of Houses, 1897.

Wharton, Edith, First editions.

Wilson, Woodrow, First editions, autographs.

Catalogues Americana and First editions.

References, A. H. Clark, Cleve. Smith Book Co.,

Cinci., Gotham.

Schulte, N. Y. Cont. and Commercial Bank, Chicago,

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Burroughs, Whitman, Poet and Person, 1867.  
Hergesheimer, Lay Anthony, first ed.  
Donnes Letters, ed. by Gosse.  
Trevelyan, Scenes from Italy's War.  
Century Magazine, March, 1921.  
Melville, J. G. Whyte, Works, Complete, Thacker, London.  
Perkins, S. G., Insurrection of St. Domingo 1886.  
Cervantes, Exemplary Novels.  
Life and Sport on the North Shore.  
Burton, Arabian Nights, Denver ed., 17 vols.  
Forlong, Rivers of Life, 2 vols., and atlas.  
Drews and others, The Historical Christ, Open Court.  
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Lincoln's Works, 12 vols., Tandy's ed.  
Lincoln's Works, 8 vols., Lapsley's ed.  
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De Lima, Reminiscences of Roosevelt.  
Wilbur, Theodore Roosevelt, A Verse Sequence.  
Hagedorn, Americanism of Roosevelt.  
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Green, Francis N., The Flag.  
Abbott, Dramatic Story of Old Glory.  
Green, Shakespeare and the Emblem Writers.  
McLeod, Shakespeare Story Book.  
Booth, Acrostic Signatures of Shakespeare.  
Guzot, Shakespeare and His Time.  
Morgan, Venus & Adonis, N. Y., 1885.  
Scott, Temple, Pleasure of Reading.  
Papers of N. Y., Shakespeare Soc., No. 2.  
Dobson, Horace Walpole, Large Paper.  
Hamilton, Men and Manners in America.  
Peck, Kingdom of Light, 3 copies.  
Jay, John, Writings, 4 vols., Putnam.  
Iowa History of, 4 vols.

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Guide to Gothic Architecture, Bumps.

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Ruffini, Dr. Antonio.

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Amer. Hist. Assn., 1892, 1893.  
Ill. Hist. Library Collections, vols. 1 and 4.  
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Engineering News (N. Y.) Jl. of Civil Eng. and Const., vols. 1-22.  
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Darwin, Geo. H., Tides, London, Murray, 1911.  
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Beverly, Hist. of Virginia, 1850.  
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Arthur, Etymological Dictionary of Family and Christian Names.  
Lewis, Where Men Grew Tall, American Patrician.  
Hunt's Merchants Mag., vols. 47 to 59.

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Wisconsin History Commission's Reprints and Original Papers, 8 vols.  
Butler's History of Kentucky, 1836.

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Practical Encyclopaedia, by Funk & Wagnalls.

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Dukes, Ashley, Modern Dramatists, 1912, Sergel.  
Hobson, C. K., Export of Capital, 1914.

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Cabell, Eagles Shadow, first ed.  
Conway, Hugh, Called Back.  
Dibdin, Bibliographical Decameron, Picturesque Tour in France and Germany  
Edwards, Dictionary of Thoughts.  
Ingram, True Chatterton, pub. 1910.  
Knickerbocker Gallery, The.  
Masson, D., Chatterton, pub. 1901.  
Lombroso, After Death.  
Oliphant, Stories of Seen and Unseen.  
Russell, C. E., Thomas Chatterton, pub. 1908.  
Stevenson, Thistle edition, vols. 25 and 26, Life; vol. 27, New Letters.  
Stockton, The Magic Egg.  
Tarde, G., Laws of Imitation.  
Twain, Mark, Works, Edition De Luxe, vols. 3, 4, 5, 9, 12, 13, 16 and 23.  
Treves, Other Side Lantern.  
Warden, Florence, House on the Marsh.  
Weyman, Under the Red Robe; Story of Francis Cludde.

Wilkes, G., The History of Oregon, N. Y., 1845.  
Wimberley, A. T., Study in Black and White.  
Wiers-Jeussen, H., Anne Pedersdotter, Boston, 1917.  
Edw. Eberstadt, 25 W. 42nd St., New York, N. Y.  
Boston Review, vols. 5 and 6, 1865-6.

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Bent, Diving Birds.  
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Rowley, Taxidermy, 1918.  
Meek, U. S. Geolog. Survey of Nebraska, 1872.  
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Ries, Engineering Geology, 1914.  
Yellow Book, 13 volumes.  
Transactions of Electrical Engineers, vols. 1, 3, 5, 6, 7, 9.  
Colden, Five Indian Nations, 2 vols., 1747.  
Long, Indian Interpreter, 1774.  
Hearne, Journeys, 1795.  
Mackenzie, Journeys, 1801.  
eld. Travels, 2 vols., 1798.  
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Chase, Hist. Dartmouth College, 1891.  
Cragin, ("Ellis Gray"), Long Ago Mercedes.  
Crawford, Lucy, White Mts.  
Doyle, Conan, Memoirs Sherlock Holmes, N. Y., 1901.  
Ellet, Amer. Women in Revol., vol. 3, and set.  
Emerson on Beverages, Putnam.  
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Higleys by Johnson, 1896.  
Peck gen. Hudson, 1878.  
Ruggles gen. Bost., 1892.  
Sheldon, Hist. Sketch of N. Y., 1913.  
Sheldon Magazine, Sidney O., 1855-7.  
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Brandes, Main Current, 19th Cent. Pub., 6 vols.

**Hazen's Bookstore, 238 Main St., Middletown, Conn.**

French Art, Kingsley, Longmans.  
Blue Lagoon, Stacpoole.  
Cleck, Master Detective.

**L. B. Herr & Son, 46 West King St., Lancaster, Pa.**

Janvier's Anderson.  
Robertson's Guide to the Game of Draughts.

**E. Higgins Co., Grand Rapids, Mich.**

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Art of Love, Rohe.  
Manual for the Essense Industry, Walter, printed  
prior to 1920.

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Allbutt, The Composition of Scientific Papers.

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Drake, Compilation of Spanish Grants.  
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Foster, Gold Region of California.  
Gleeson, History of Catholic Church in California.  
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Ide, Scraps of California History.

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Root, Overland Stage to California.  
Sherwood, California and the Way to Get There.  
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Life of Hamilton, F. S. Oliver.  
The Dome, no. 1, vol. 1, New Series, Oct., 1898, con-  
taining "The Master Builder."  
Hist. of Christianity, F. E. S. Abbott, old edition.  
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Hugo, vol. 26, Toilers of the Sea, Holland Paper ed.  
Nicolay & Hay, Lincoln, 10 vols.  
Divine Adventure, Fiona McLeod.  
Hichen's Egypt  
Atlas for first edition Marshall's Life of Washing-  
ton.  
Animals in Motion, Muybridge, 1899.

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Roe, Heart of the Night Wind.  
Nature Library, D. P. & Co., thick paper ed.

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Bartram, Travels N. and S. Carolina, Ga. and Fla.  
Barber, E. A., American Glassware, 16mo.  
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Wheeler, History of North Carolina.  
A History of Phila., 8vo, Bowen, 1839.

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**Chas. A. O'Connor, 21 Spruce St., New York City**  
N. Y. Times Current History, vol. for July-Sept., 1918.

Opie Read, Old Ebenezer.  
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Allan Eyre.



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 Families in Ayrshire, Robertson, 3 vols., 1823-25.  
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 Eleanor Hull, Textbook of Irish Literature, 2 vols.  
 Lady Gregory, Cuchulian of Muithemne; Gods and Fighting-Men.  
 Martha Finley, Wanted a Pedigree.  
 Lewis H. Jones, The Jones Family.  
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 Jacob Fisher, The Suttler.  
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 Brown, Ingleby Arncliffe and its Owners.  
 Metchnikoff, Nature of Man; Prolongation of Life.  
 Books by Helen Martin, fiction.

Ohio State University Library, Columbus, O.  
 Valentine, Natural Theology, Silver.

O'Malley's Book Store, 336 Columbus Ave., New York, N. Y.

Carpenter, Six Months in White House.  
 Hichens, Londoners.  
 Stuart, Fenella.  
 Stuart, Weeping Cross.

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Alcohol and Tobacco, John Fiske.  
 Hill's Stories of a Street.

Osborne's Book Store, Santa Barbara, Calif.

Melville's Moby Dick.  
 von Hugel's Mystical Element of Religion.

Oxford University Press, 35 West 32nd St., New York City

American Journal of International Law, October, 1920.

Paine Book Co., 75 W. Van Buren St., Chicago, Ill.

Lloyd, Ency. 1000 Puzzles and Tricks, 2 copies.  
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 Seventy Years on the Frontier, Majors.  
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 Napoleon Memoirs, Montholon & Gorgaud.  
 Midst the Wild Carpathians, Jokai.  
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 Lyrics, Fjelda, etc., Jos. Hudson Young.  
 Alan Dare and Robert Le Diable, Porter.  
 Songs, Madrigals and Sonnets, J. C. (Joseph Cundall) editor, Longmans, Green & Co., 1849.  
 Fractional Distillation, Young.  
 Art of Landscape Painting in Oil, East.  
 Obi or Three Fingered Jack.  
 Le Costume, Hottenroth.  
 War on the Saints, Penn, Lewis.  
 Journals of Jane Welsh, Carlyle.  
 Life of Geo. Washington, Marshall.  
 Letters of Dreyfus to his Wife.  
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 Opinions of Attorney General, vols. 9, 10, 11, 12.  
 De Lawrence, India's Hood Unveiled.  
 Walker, Lectures on Explosives.  
 Carter, C. A., Wind and Blue Water, quote on quantities.  
 Sprague, Philosophy of Accounts.  
 Asknew, Claude and Agnes, The Shulamite.  
 Outlines of Sermons on New Testament, Clerical.

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 Garland, Trail of Gold Seekers.  
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 Haggard, Ayesha.

Presbyterian Board of Publication, Witherspoon Bldg., Philadelphia, Pa.

The Crusade of Compassion, A. J. Allen, cloth binding.

Presbyterian Book Store, 411 N. 10th St., St. Louis, Mo.

The Anatomy of Expression, pub. Macmillan.  
 Nansen's Voyage of the Fram.  
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 The Watchman, odd numbers, bound or unbound.  
 The Truth, by Brookes, bound or unbound.

Preston & Rounds Co., 98 Westminster St., Providence, R. I.

Ross, Theory of Pure Design.

Putnams, 2 West 45th St., New York, N. Y.

Channing, Wm. Ellery, The Wanderer, 1871.  
 Channing, Wm. Ellery, Thoreau, The Poet Naturalist.  
 Robert Browning, Works, Volume 3 of the 17 volume edition, N. Y., 1894.  
 Tennyson, Works, volume 4 of the 6 volume edition, N. Y., 1896.  
 Cable, Strange True Stories of Louisiana.  
 Cable, Creoles of Louisiana.  
 Glyn, Beyond the Rocks.  
 Croker, Lismoyle.  
 Grundy, Hazel of Heatherland.  
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 Vincent, Elizabeth C., The Madonna in Legend and History.  
 Close of the Day.  
 Mathews, Enchanted Moccasins.

**Bernard Quaritch, Ltd., 11 Grafton St., New Bond St., London, W. 1, England**

Lake, E. R., The Persian Walnut Industry of the United States, (U. S. Dept. Agriculture Bulletin, No. 250).  
 Lewis, Indian Chiefs, Portraits and Indian Pictures, Philadelphia, 1838.  
 Lyon, I. L., Colonial Furniture of New England, Boston, 1891.  
 Macbeth, Rev. R. G. M. A., The Making of the Canadian West, Wm. Briggs, Toronto, 1905.  
 McCulloch, J. R., Bi-Metallism, A Lecture Delivered at Harvard Univ., May 8, 1879, Economic Monographs, No. XVII.  
 Stoddart, References for Students of Miracles Plays, California Univ. Liby. Bulletin.  
 Tudor, W., Life of James Otis, 1823.  
 Venegas, M., Natural and Civil Hist. of California, 2 vols., 1759.  
 Mueller, Egyptian Mythology, Boston, 1915.  
 Goodsfeed, Chicago Literary Papyri, Chicago Univ. Press, 1908.  
 Magnus, Education in Bavaria, 1888.  
 Mason, Etchings from Two Lands, 1886.  
 Maynard, Birds of Eastern N. America, 1881.  
 Means, Industrial Freedom, N. Y.  
 Washington Acad. Sciences, Proceeds., vol. 12, no. 2, 1910.  
 Washington, George, Last Will of 1800.  
 Taylor, Eleusinian and Bacchia Mysteries Ed. Wilder, 1891.  
 Fowler, Memorials of the Chauncys, 1858.

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 Smith, W. L. G., Life of Lewis Cass, 1856 ed.  
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 Richardson, Maj. John, Books by.

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 Concordance of Bible, E. and J. B. Young.

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Markham's Lucas of Peru.  
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 Clavigero's History of Mexico.

**Scrantom's, Inc., Rochester, N. Y.**

Lewkowitsch Chemical Technology of Oils, Fats and waxes, vols. 2 and 3.  
 Eugene Field, Tribune Primer.

**Charles Scribner's Sons, Fifth Ave. at 48th St., New York, N. Y.**

Bailey, Encyclopaedia of Horticulture, 6 vols., Mac. Church, R. W. Dante, An Essay, London, 1878.  
 Edward, Football Days, Moffat.  
 Hertford, A Child's Primer of Natural History, Scribner.  
 Hotting, Problems of Philosophy.  
 Isham, American Painting, Macmillan.  
 Love Stories of Long Ago, Lumholtz, Unknown Mexico, 2 vols.  
 McKenny & Hall, Indian Tribes of North America, Folio, Part III only.  
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 Bailiff of Tewksbury, McClurg.  
 Balfour, G., Life of R. L. Stevenson, 2 vols.  
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 Brandes, G., Main Currents in 19th Century Literature, vols. 1, 2, 3, 4, and 5 only.  
 Brantley, W. F., Principles of Law of Personal Property, San Francisco, 1891.  
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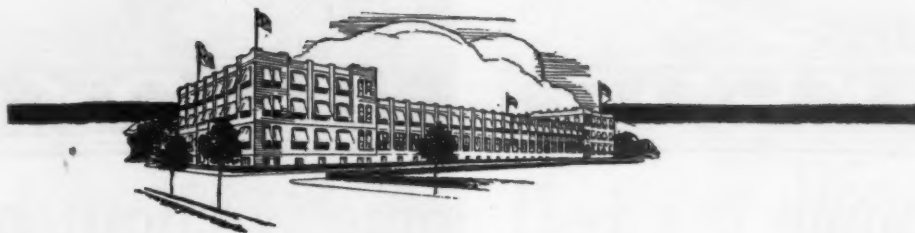
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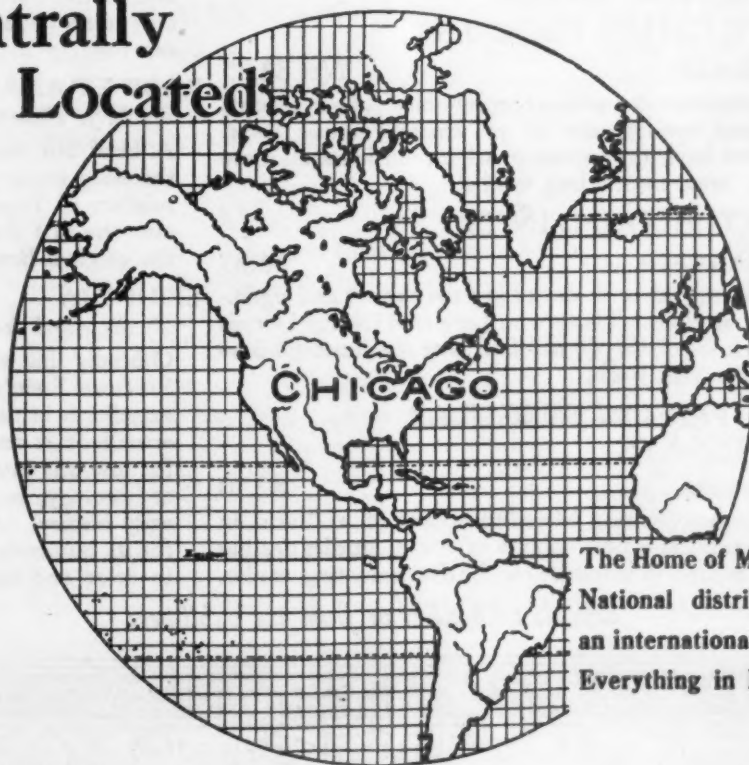
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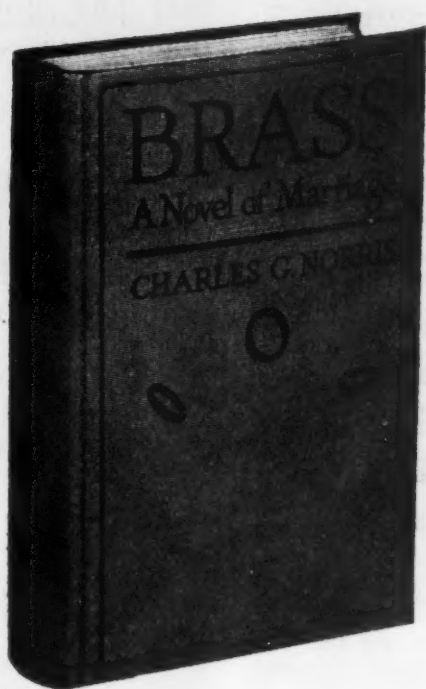
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